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VOLUME 194, NO. 3698, PAGES 289-360
2 FEBRUARY 1968
PRICE 2*s.* 0*d.* NET, SUBSCRIPTION INCLUDING POSTAGE £6 12*s.* 8*d.*

UK export opportunities in Southern Brazil . . . 291
President at Second UNCTAD 295
MPs see Mr. Darling on Hawker Siddeley redundancies . . 295
Deputation from Hull MPs 295
Record exports to Soviet Union 296
Mrs. Dunwoody to visit Sheffield and Blackpool . . . 296
Permanent Secretary to the Board of Trade 296
Talks on export of building materials 297
International Trade Centre Seminar on industrial marketing research 297
British wool textile industry selling mission for South Africa . 297
Birmingham men to sell in West Africa and Canaries . . 297
Textile council travel scholarships 297
BNEC list of export clubs in South-east 299
Hints to businessmen visiting the Bahamas and Bermuda . 299
New member for Monopolies Commission 300
Consideration of mergers 300
The Import Duty Drawbacks (No. 1) Order, 1968 300
Application for drawback of duty on beet sugar and cane sugar 300
Provisions of Companies Act, 1967 come into force . . 300
Fees for registering documents at Companies House . . 300
The Import Duties (General) (No. 1) Order 1968 . . . 300
Direct investment overseas—Exchange Control change . . 301
Jet-sell campaign in North America 301
New Books 303

Aviation and Shipping
Air routes to Malta. Court of inquiry on airline dispute. Charges and landing fees at aerodromes . . . 304
Parliamentary Answers on aviation and shipping . . . 305
Parliamentary Answers 306
Government surplus sales by auction 309

STATISTICS
The economy: selected indicators 311
Trends in quoted company finance 312
The Bankruptcy Acts 1914 and 1926 315
Registration of British and foreign films 315
Shipping movement at United Kingdom Ports . . . 316
Operating and traffic statistics of the United Kingdom airways corporations and private companies, October 1967 . . 319
Aircraft noise at Heathrow airport, London 319
Car and commercial vehicle production in December . . 320
British film fund agency 323
Cinema admissions and takings in October 323

EXHIBITIONS AND FAIRS
British Week in Stockholm – 2. On-the-spot help for the UK exporter 324

Board of Trade Journal Index July-December 1967 . . i-xx

Upsurge of export interest at Brighton Toy Fair . . . 326
Salzburg to hold joint promotion of British goods . . . 326
British store promotion in North-Rhine Westphalia . . 326
Basle to stage a British Shopping Week 326
They're still talking about the British Week in Brussels . . 327
Lightshow '68 switches on to exports 328
The 1968 Furniture Show 328
Statindex 68 329
'Fabrics exhibition of talent' – Mrs. Dunwoody . . . 329
'Sell British' says CBI director-general 329
German International Boat Show 330
London Look for Children in New York 330
Attractive British stands at Paris Carpet Exhibition . . 331
Toronto Furniture and Floorcovering Show . . . 331
Changes in the Programme of Overseas Trade Promotions and in Trade Fairs and Exhibitions throughout the world . 332

OVERSEAS TRADE AND EXPORTS
TRADE AND FINANCIAL ARRANGEMENTS
United Kingdom and East Germany: quotas for 1968 . . 336
Kennedy Round tariff reductions. Italy and Poland. India and Poland. Austria and Czechoslovakia. Rumania and Austria 337
Information for exporters 338
Export Tours 342
Export Orders 343

TARIFF, CUSTOMS AND IMPORT REGULATIONS IN OVERSEAS COUNTRIES
Australia: Tariff Board inquiry. Tariff changes . . . 353
Austria: Imported goods 346
British Honduras: Customs tariff changes 359
Ceylon: Textile imports 353
Chile: Temporary suspension of import duty. Modifications to permitted import list 357
Denmark: Global quotas for 1968 346
Dominican Republic: Control of foot and mouth disease . . 359
European Economic Community: Further translation of EEC Regulations. Common organization of the market for cereals, for ovalbumin and lactobumin, for sugar, poultry meat, and rice. Trade in cereal based animal feedstuffs. Imports from non-member countries. Tariff quotas in the EEC 347
European Free Trade Association: EFTA (Drawback) (Amendment) Regulations 1968 347
France: New turnover tax system 346
Gibraltar: Customs tariff amendments 349
Iran: Import regulations 352
Israel: Customs tariff amendments 351
Kenya: Import licensing regulations 350
Malawi: Customs tariff amendment 350
Malaysia: Import control 352
Mexico: Accommodation for visiting businessmen – Mexico October 12-31, 1968 357
Morocco: Customs tariff modifications 349
Nigeria: Import licensing regulations 350
Pakistan: Import licensing policy 352
Singapore: Urgent declarations and provisional declarations. Rubber export cess 352
Spain: Customs tariff. Suspension of import duties (steel slabs) 348
Trinidad and Tobago: Budget proposals 359
United States: Flammable Fabrics Act. Federal motor vehicle safety standards 357
Zambia: Customs tariff amendments 350

Subscriptions, Advertisements, Reprints 359

INDEX TO STATISTICS 360

Front Cover Photograph

To meet British and American safety specifications, padding in motor cars is now used in such units as fascia panels, arm rests, sun visors, radio and switch panels, and glove compartments. British Vita engineers have designed and built one of the largest vacuum forming machines in the country. It can turn out over 12,000 semi-rigid polyurethane mouldings a week for home and overseas. In this picture the operator is stripping a shaped fascia from the vacuum forming tool. Throughout the world it would be difficult to find a motor car, made in Britain, which does not have on it a component made by a British Vita company.

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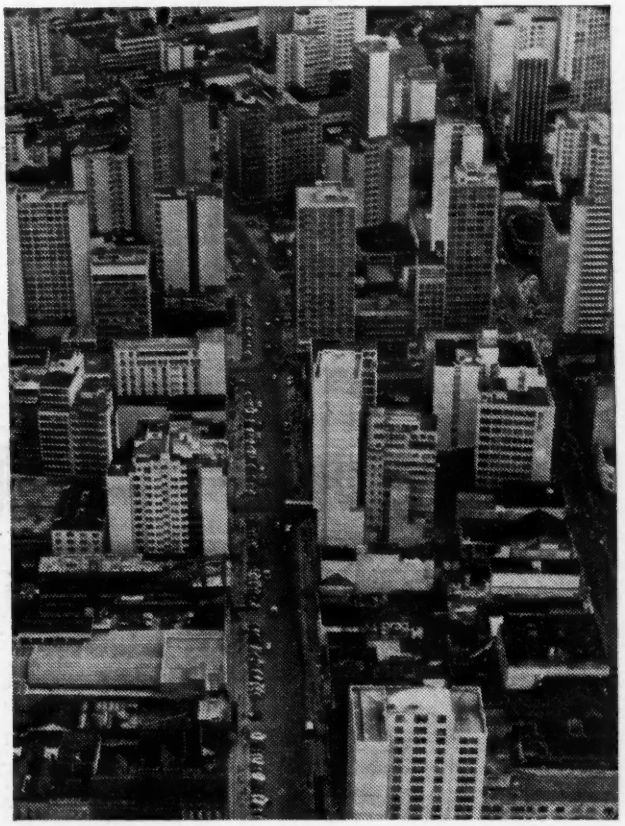
UK export opportunities in Southern Brazil

Contributed by HM Commercial Officers in Brazil

THERE ARE STILL many misconceptions current about Brazil. It is much less hot, jungly, exotic and romantic than people think. This is perhaps a disappointment for tourists, but should be a relief to businessmen. But even businessmen who have already had dealings with the country sometimes imagine that the only two places that count, and the only ones worth including in a business visit, are the great cities of Rio de Janeiro and São Paulo.

This article tries to draw attention to the four southern provinces, which in some ways approximate more to Europe and North America, and have a higher than average standard of living, education and business activity than the country as a whole, are growing fast in population and wealth, and are thus particularly worth the exporter's attention. They cannot be satisfactorily covered by short visits to Rio and São Paulo city or by agents who only operate in one or the other of these cities.

It may, therefore, well be worth the exporter's while to visit at least Curitiba and Porto Alegre and to consider the possibility of appointing his own agents in those two cities: and at least to ensure that his agents in Rio and São Paulo either have, or undertake to appoint, sub-agents to give adequate coverage of the southern provinces. Agents might also be asked to make recommendations on advertising in local newspapers, since such advertisement may well have more of an impact and be cheaper than in the big dailies of Rio and São Paulo, which take some time to arrive in the provinces. The same applies even more strongly to TV and radio advertising, since there is no nation-wide commercial radio or TV.



A general view of Curitiba, capital of the State of Paraná in Southern Brazil.

Brief description of area

The States of São Paulo, Parana, Santa Catarina and Rio Grande do Sul cover more than 312,000 square miles, with a temperate climate and a population, largely of European origin, which has already increased from 24 million in 1960 to 32 million in 1967 and is still growing fast – being estimated at nearly 36 million in 1970. The incidence of both primary and secondary education is notably higher than the national average. Agriculture is particularly important, but industrialization is proceeding apace and will expand rapidly in the years to come as power supplies and communications improve. Investment, both foreign and domestic, has increased considerably since 1964.

The **State of Sao Paulo** of course includes the huge conurbation of the same name, whose possibilities are already familiar to anyone doing business with Brazil. Within a radius of 100 miles from the centre of São Paulo, the emphasis is now primarily industrial. Here lie the towns of Campinas, Jundiai, São José dos Campos, Sorocaba, and Taubate, with populations ranging from 270,000 to 1,000,000 and the most varied types of industry. This industrial heartland of Brazil really forms part of the São Paulo conurbation and should be treated in much the same way, though individual exporters doing or hoping for business in the area would find it well worth while paying special visits to their larger customers or prospects in the outlying towns.

The State of São Paulo is larger than that of the United Kingdom and growing rapidly in population. Omitting the city of São Paulo, this is expected to grow by 2.5 million from 1960 to 1970. Particularly interesting is the growth of the Far West of the State, where the original forests are still being cleared and which is likely to benefit from the expected growth in the huge, undeveloped but fertile southern half of the State of Matto Grosso. In this still almost frontier district, new towns with skyscrapers and factories are shooting up. Agriculture – especially cattle-breeding – still has the major economic significance although in the extreme west, on the border between the States of São Paulo and Matto Grosso, there is a complex of hydro-electric stations, mostly along the Paraná River (Urubupungá), which when completed will be one of the largest (4,600,000 kW) in the world. The power will be distributed not only in the south of São Paulo, but to many other States, and this will accentuate the pace of industrial development.

The main crops are coffee, cotton and sugar cane. Cultivation of citrus fruits and vegetables is also developing rapidly and some cereals are grown. There are also important cattle ranches and meat processing industries. Leading towns in this area are: Ribeirão Preto, Araçatuba, Araraquara, Bauru and Piracicaba, all modern with populations of between 50,000 and 100,000, and growing fast.

(*Continued on page* 293)

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SOUTHERN BRAZIL, *continued*

The **State of Paraná** is larger than Czechoslovakia and Austria together and is expected to have a population in 1970 of about 8½ million, having by then doubled since 1960. Paraná adjoins São Paulo and as in the latter State, industrial development has tended to follow the development of the coffee industry from which Paraná obtains some 60 per cent of its income. Agriculture is paramount; apart from coffee, cereals, cotton and sugar cane are all cultivated. Paraná also produces and exports much good quality timber (incidentally Brazil's biggest single export to United Kingdom). The State is the principal producer of coffee in Brazil but a diversification plan for producing more cereal crops and raising more cattle is under way. New plants for the production of soluble coffee using all the most modern technology and equipment have been set up in Londrina (population over 100,000) in the north-western part of Paraná (this region owes much of its original development to pre-war British enterprise).

The expansion of industry in the State is illustrated by the nine-fold increase in available electric power between 1960 and 1966. Vast undeveloped deposits of bituminous shale near São Mateus do Sul are soon to be exploited to produce oil, sulphur, etc.

The capital of the State is Curitiba – located about 150 miles from the coast. It has a population of over 500,000 and like many of the main centres in Brazil has regular air service connections with São Paulo and other cities of Brazil. This rapidly growing city handles much of the timber, coffee and farm products from the interior but there are also light industries (leather and pottery, motor vehicle spares, furniture, etc.).

Since 1962, there has been a development company, CODEPAR, as part of the State Administration, which has sponsored a number of projects in the communications and electricity supply sectors. A direct result will be a micro-wave system to be installed by

(*Continued on next page*)

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SOUTHERN BRAZIL, *continued*

TELEPAR – the State telecommunications agency. In addition there has been much road construction some of it depending on international financing. Such assistance will also be given to increase the capacity of the port of Paranaguá which is intended as a free port for Paraguay as well as ultimately becoming the largest port in Southern Brazil.

At Monte Alegre, construction of what will probably be the largest paper-making complex in South America is well under way.

Santa Catarina, the smallest of the four States, has an area greater than Portugal and a population of nearly three million. Its island capital is Florianopolis (population about 127,000). Much of the earlier immigration to Santa Catarina was from Germany and Italy and the influence of these two countries is still strong. Not so long ago, German was more spoken than Portuguese.

Agriculture is widely developed, covering a variety of cereal crops, particularly wheat, and the cultivation of maté tea. There are also fairly extensive cattle ranches (Zebu, Hereford, and Charolais) and pig farms as well as reserves of timber which have given rise to ancillary industries.

Some one and a half million tons of coal are mined annually and it is said that the coal reserves in the State total one and a half thousand million tons.

Blumenau (population about 81,000) and Joinville (population about 85,000) – the 'Manchester' of Santa Catarina – both have large textile industries. In Joinville there are also metallurgy, automobile accessory, iron foundry and rail equipment industries. Itajaí (population 57,000) produces textiles and has food processing and crystal and porcelain factories. There is some heavy industry in Lajes (population 93,000) on the Curitiba-Porto Alegre road. Significant electric power developments have taken place at Tubaráo (population 57,000) and there are now two big plants producing some 100,000 kilowatts.

The State of **Rio Grande do Sul** is larger than Britain, with a population of about 6,500,000. Although more highly developed than Paraná, Rio Grande do Sul is not growing so fast population-wise and is still rather cut off. To the south there is the frontier with Uruguay – and to the north a physical barrier – poor communications.

From the State capital, Pôrto Alegre, flat ranchland, like that of Argentina and Uruguay, stretches away to the south. Both cattle and sheep are bred, and there are many large 'frigorificos' for processing meat and meat products. At the town of Rio Grande in the far south, there is a fishing industry which is now to be modernized, giving opportunities for British fishing vessel equipment and fish processing plant.

North of Pôrto Alegre the economy is very mixed. Most of the farms are on a small scale and not yet highly mechanized. The State produces most of Brazil's often excellent wine, and rice, wheat, soya, manioc, beans and potatoes are also grown. Big industrial concerns are: Ipiranga (oil refinery, fertilizers, paint and the fish industry); Petrobrás (oil refinery); Aços Finos Piratini (special steels, planned). There are a number of medium firms likely to expand: Icotron (Siemens), electronics: Coemsa (Italian consortium), hydro-electric equipment: Siderúrgica Sulriograndense SA, steel; Zivi, cutlery; SA Moinhos Riograndenses (SAMRIG), soya oil; and Renner, who manufacture on a limited scale, men's clothing, shoes, paint, refractories, china, cement products, felts, linen textiles, etc.

There are also numerous smaller firms producing miscellaneous articles – foundries, manufacturers of simple agricultural machinery and implements, first-class bus body builders, a large footwear industry in Novo Hamburgo, cement works, wool and wool/nylon spinning, paper and flour mills, wool and cotton weaving and spinning, tanneries, refrigerating plant manufacturers, a tobacco industry and manufacturers of hardboard and plywood. All these may offer opportunities to British manufacturers – shoe-making machinery, foundry plant, tractors, ditchers, loaders and side-loaders for timber, paper-milling machinery, textile machinery, fertilizers, etc.

The State Government gives priority to road-building and electrification, and several power stations are to be constructed. Road-building goes on continually, usually with foreign financial aid, and there is a fair demand for road-building equipment.

The climate and population of Rio Grande do Sul are probably more European than in any other state, with the possible exception of São Paulo. Educational standards are high and there is a large middle class. Commercial morality is good and there is plenty of initiative.

British manufacturers wishing to export to Rio Grande do Sul cannot expect to do much through an agent resident in Rio de Janeiro or São Paulo. A good agent, established in Pôrto Alegre, could cover the whole State and sometimes part of Santa Catarina. Agents must be carefully selected and appointed only after an interview. The interior can be better covered by the Pôrto Alegre agents' sub-agents.

Export opportunities

As will be seen from the above, these are considerable. The infra-structure – roads, power supplies, telecommunications – needs and is receiving, rapid expansion: modernized agriculture of all kinds, requires increasingly sophisticated equipment: agricultural products will need processing on a growing scale: industry, too has already a good foothold and is expanding fast, with much more to come as the great new power supplies are developed from the Paraná basin.

Although in exporting to Brazil, one must never forget her own industrial capacity and the high protection traditionally given to it, much equipment and material are still admitted fairly freely, as not being produced at all, or not adequately, in Brazil itself: and the faster development goes and the quicker consumption rises – and this is the area of Brazil with the quickest growth rate and the highest standards of living – the greater will be the pressure to import.

But the area is huge and diverse and needs careful attention and more visits by British exporters. The man on the spot, the man who has visited and made local friends, the man who has found good local agents or sub-agents – is the man who will get the business.

(*Continued on next page*)

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British commercial representatives in the area are:

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Export opportunities in Brazil

BELOW IS A list of current export opportunities in Brazil reprinted from the *Export Service Bulletin*.

Reference No.	Commodity		Bulletin No.
ESB. 3819/68	Sandpaper making machine	Export opportunity	19/68
ESB.43374/67	Castor oil by-products machinery and equipment	Export opportunity	11/68
ESB.46331/67	Agricultural machinery; barbed wire	Export opportunity	4/68
ESB.41367/67	Scientific instruments and apparatus	Export opportunity	230/67
ESB.40854/67	Printing machinery	Export opportunity	227/67
ESB.32775/67	Confectionery, tobacco	Agency	219/67
ESB.34431/67	Medical equipment	Agency	210/67
ESB.38278/67	Road-building machinery	Export opportunity	210/67

VISITS OVERSEAS OF UNITED KINGDOM BUSINESSMEN

Brtish businessmen intending to travel overseas are urged in their own interests to make the earliest possible contact, before going abroad, with the Board of Trade (at either the nearest Regional Office or the Export Services Branch). The Board of Trade, in co-operation with Commercial Officers at Embassies and Consulates overseas, are in a position to provide advice when it is required, and to arrange for suitable introductions and contacts related to the purpose of their business.

The information which the Board of Trade requires, apart from a businessman's name and that of the firm he represents, consists of details of his itinerary, giving the places to be visited and the dates as nearly as can be estimated, the names and addresses of the local agents, if any, at the places to be visited, the general purpose of the visit, the type of contacts and introduction which the businessman would like to have arranged for him in advance, and any other relevant information which the businessman might consider would enable him to obtain maximum results. Where appropriate, these details should be accompanied by copies of trade literature relating to the product which the businessman is proposing to sell.

President at Second UNCTAD

MR. ANTHONY CROSLAND, President of the Board of Trade, will lead the United Kingdom delegation in the opening stage of the second United Nations Conference on Trade and Development (UNCTAD II) which is to be held in New Delhi from February 1 to March 25. He will be accompanied by Mr. A. E. Oram, Parliamentary Secretary to the Ministry of Overseas Development, and Mr. W. C. Whitlock, Under-Secretary of State at the Commonwealth Office.

This conference will cover broadly the whole range of international, commercial and financial questions of concern to the developing countries. Mr. Crosland will make a general statement on behalf of the United Kingdom during the opening debate in plenary session. (See last week's issue, page 258).

MPs see Mr. Darling on Hawker Siddeley redundancies

MR. GEORGE DARLING, Minister of State, Board of Trade, received a deputation on January 24 of Members of Parliament from Humberside constituencies. Mr. Darling was accompanied by Mr. Ernest Fernyhough (Parliamentary Secretary Ministry of Labour), Mr. Gerry Fowler (Parliamentary Secretary Ministry of Technology) and Mr. Alan Williams (Parliamentary Under-Secretary Department of Economic Affairs). The MPs who comprised the deputation were Cdr. H. Pursey, Mr. George Jeger, Mr. James Johnson, Mr. Harold Walker, Mr. Kevin McNamara and Mr. Patrick Wall.

The deputation expressed to Ministers their concern at the run down in employment at the Hawker Siddeley factory at Brough. According to the statement issued by the company these redundancies numbered 400 immediately but might rise to 1,000 eventually.

In reply, the Ministers emphasized that the allocation of work by Hawker Siddeley between their factories was a responsibility of the management. Some run down in work was inevitable because of the defence cuts following devaluation. The Brough works was highly efficient and Hawker Siddeley would obviously take this into account in deciding the future allocation of work among their factories.

Ministers agreed to take note of the points which had been made by the MPs during the meeting.

Deputation from Hull MPs

MR. GEORGE DARLING, Minister of State, Board of Trade, received a deputation on January 24 from the Members of Parliament from the Hull constituencies. Mr. Darling was accompanied by Mr. Ernest Fernyhough (Parliamentary Secretary, Ministry of Labour), Mr. Neil Carmichael (Parliamentary Secretary, Ministry of Transport), Mr. Gerry Fowler (Parliamentary Secretary, Ministry of Technology) and Mr. Alan Williams (Parliamentary Under-Secretary, Department of Economic Affairs). The three MPs who comprised the deputation were Cmdr. H. Pursey, Mr. James Johnson and Mr. Kevin McNamara.

The members of the deputation expressed their concern to Ministers about the future of Hull, especially on its industrial development and the future of the port. The particular points which they mentioned were the granting of industrial development certificates in the Hull area, the run-down of labour in the docks, and the future of the port generally, the payment of regional employment premium to shipyards in development areas at the expense of shipyards in non-development areas, and the extension of Government facilities for labour training in the Hull area.

Mr. Darling pointed out to the deputation that industrial development in the Hull area over the past six years in manufacturing industry had developed more rapidly than either in Yorkshire or in the country as a whole. It was quite clear that the underlying industrial structure in Hull was healthy and there were no reasons for gloom. New jobs which could be expected to arise from industrial development certificates which had been issued and which the Board of Trade confidently expected to materialize, totalled 1,250, of which 1,000 were for men. However, Mr. Darling emphasized that, subject to the needs of the development areas he could give an assurance that industrial development certificates would continue to be issued for projects in the Hull area.

There was a wide ranging discussion on the situation in the port and on the docks, but Mr. Carmichael was able to give the deputation an assurance on the continued future of the Humber as a port.

Record exports to Soviet Union

SPEAKING TO the Russian section of the London Chamber of Commerce on January 26, Lord Brown, Minister of State, Board of Trade, said that 1967 was a noteworthy year in the level of trade exchanges between the Soviet Union and this country. Our imports from the Soviet Union in 1967 were £122.9 million, less, but only a little less, than the record set in 1966 of £125 million. Our exports to the Soviet Union in 1967 had set a record. At £63.3 million they were the highest figure ever achieved in direct exports from this country to Russia, the previous highest having been £55.6 million in 1963. Compared with 1966, the 1967 exports represented an increase of 26 per cent.

'If we could achieve an export growth of the same order in the rest of our export markets our balance of payments problems would be over,' said Lord Brown.

He continued: 'a number of factors must, of course, go to make up an export record of this sort. We know, for example, that at least a part of the exports represent delivery of goods on major orders for plant and equipment placed some time ago.

'Then too a substantial contributory factor is the scale of purchases by the Soviet Union of consumer goods in 1967. We are delighted to think that the Russian people will have an opportunity of sampling our clothing and footwear, and we hope that their appetites will be whetted for more supplies in this field. We should like to see such a trade in consumer goods continue and increase, and we have every confidence in the excellence of our product and the competitiveness of our offers.

'We are equally ready, however, to supply the plant and machinery for the development of Soviet home production of goods for the consumer market. We know that this field is being accorded an improved priority in Soviet forward planning, and we must see to it that the opportunity presented by devaluation to make our exporters even more competitive is fully utilized.'

Lord Brown went on: 'Those of you who have done the arithmetic will see that the outturn of 1967 shows a useful reduction in the gap between imports and exports. The figures, of course, are in the first place not directly comparable, since for statistical purposes we value imports c.i.f. and exports f.o.b. We recognize too that at least a part of our imports from the Soviet Union do not stay in this country, but are sold on to other buyers in many different parts of the world through London commodity markets. Despite these factors, there is still room for further improvement in our export performance. I hope that continued attention will be paid to the opportunities for business in the Soviet Union.

'I hold very strongly that the Soviet Union and Eastern Europe represent very important opportunities for increased trade. The Soviet Union, for example, has been able to achieve and maintain for a number of years a remarkable rate of growth by Western standards. I know that in mentioning this here I am preaching to the converted, but I would ask you to indulge in the missionary spirit and persuade others in British industry not yet engaged in trade with this part of the world to make the effort. I am sure again that one of the contributory factors to the improved level of trade is the greater number of firms now actively pursuing opportunities.

'I should not like to give the impression that I was interested only in one side of the picture. What we want to see is an expansion of trade in both directions. In 1966 we held an exhibition of British industrial products in Moscow. This section of the London Chamber was one of the sponsors and, indeed, I understand this Section of the London Chamber was the originator of the idea and the sponsor of the first British exhibition in Moscow in 1961. It is always difficult to estimate how much impact an exhibition has on trade which takes place. One can never accurately assess what would have happened had there been no exhibition. It is interesting to note, however, that the assessment made following the British exhibition in 1966 is that orders resulting directly from contracts made at that time amount to some £24 million.'

Lord Brown concluded: 'In 1968 it is again the turn of the Soviet Union to hold an exhibition. We all look forward to the opportunity this will give us to see the products of Soviet industry, and I should like to take this opportunity of wishing the Soviet Exhibition in London in August every success. May it be the starting point for yet a further move forward in Anglo-Soviet trade in both directions.'

A warm handshake from Mr. Anthony Crosland, (left), President of the Board of Trade, for Mr. Ilie Verdet, first vice-chairman of the Rumanian Council of Ministers, when he called at the Board of Trade offices in London. Mr. Verdet – who is visiting Britain at the invitation of the Minister of Technology, Mr. Anthony Wedgwood Benn, and the British Aircraft Corporation – is accompanied by Mr. Mihai Marinescu, Minister of Machine Building and a delegation of 11.

Mrs. Dunwoody to visit Sheffield and Blackpool

MRS. GWYNETH DUNWOODY, Parliamentary Secretary, Board of Trade, was scheduled to visit Sheffield at the invitation of the United Kingdom Cutlery and Silverware Manufacturers' Association yesterday and today (February 1 and 2).

Mrs. Dunwoody met the Master and Mistress Cutler (Alderman and Mrs. J. B. Piele) at the Cutlers Hall on February 1 and then visited Jessop & Smith Ltd. and B. & J. Sippel Ltd. In the evening she attended a dinner given by the United Kingdom Cutlery and Silverware Manufacturers' Association at Hallam Tower Hotel, Sheffield.

Today, the Parliamentary Secretary is scheduled to visit George Wostenholm & Sons, Ltd.; Surmanco Ltd., and E. H. Parkin & Co. Ltd.

Mrs. Dunwoody will be going to Blackpool on February 5 to open the 1968 International Gifts Fair.

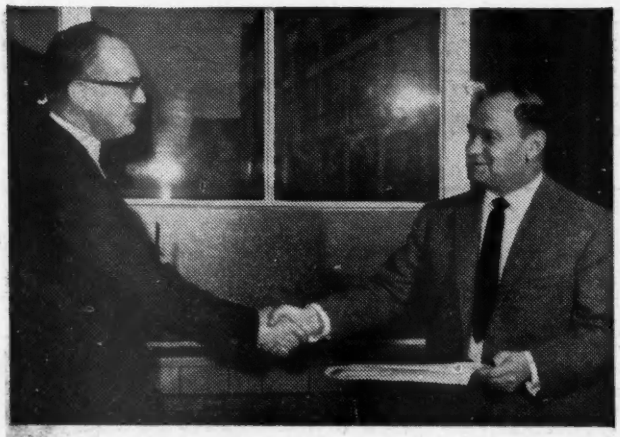
Permanent Secretary of the Board of Trade

THE BOARD OF TRADE announce that the date on which Sir Antony Part will succeed Sir Richard Powell as Permanent Secretary will be March 18.

Sir Antony (shown here) is 51 and has been Permanent Secretary, Ministry of Public Building and Works, since 1965.

Note:

The impending retirement of Sir Richard Powell from the public service and the appointment of Sir Antony Part to succeed him were announced from 10 Downing Street on December 4 (see *Board of Trade Journal*, December 8, 1967, page 1453).



The Norvic Shoe Company of Norwich have received an order from the Soviet Union valued at over £500,000 for the supply of men's and women's footwear to be delivered during 1968. This order was negotiated by Mr. Brian Shaw, managing director of Norvic, during a visit to Moscow before Christmas. This is twice as large as the previous order negotiated by Mr. Shaw last March for delivery during 1967. The shoes will be made in the Company's factories in Norwich, Northampton and Mansfield. Seen congratulating each other on receipt of their large Russian order are Mr. Brian D. Shaw, (left), Norvic's managing director and Mr. A. Denver, Norvic's agent in Russia.

CBI conference on East-West trade

OVER 100 industrialists from firms engaged in trade with Russia attended a conference on East-West trade at the Confederation of British Industry on January 24. Discussions covered a report on the CBI visit to Moscow last November, a proposal to set up machinery for Anglo-Soviet technological co-operation, the desirability of extending these arrangements to Eastern European countries other than Russia, and proposals for a standard code of behaviour for dealing with Eastern European countries.

It was proposed at the conference that clearly defined working parties should be set up within the CBI which would control and supervise existing groups. These would operate on four levels.

1. The 'captains of industry' level, that of the CBI November visit to Moscow (it was proposed that the Russians should return the visit in May).
2. The level of the Russian State Committee on Science and Technology and the CBI. This would be the level where the machinery of state trading and private enterprise would mesh.
3. That of the working groups themselves – nine British and nine Russians on each group would discuss the areas in which co-operation could be extended and then set up sub-groups.
4. The level where, it was hoped, experience would finally be converted into trade.

The extension of this type of arrangement to other Eastern European countries was not seen as necessary, unless the countries themselves specifically called for such arrangements.

It was seen as desirable that there should be a standard code of behaviour in dealing with Russia and that there should be controls to see that information gained was properly disseminated to British industry.

Talks on export of building materials

EXPORTS OF building materials are provisionally estimated to have reached £120 million in 1967 – nearly £3 million more than the previous year at current prices.

These figures were given by Mr. Robert Mellish, Minister of Public Building and Works, when he received members of the Building Materials Export Group in London on January 24 to discuss the promotion of exports of building materials. Representatives of the Board of Trade and the National Economic Development Office were also at the meeting.

With the better opportunities afforded by devaluation the building materials industries had a chance of making an even greater contribution to the country's balance of payments, said Mr. Mellish. He had asked his Parliamentary Secretary, Lord Winterbottom, to keep in close touch with the industry and with the Board of Trade to see in what way the Government could help their efforts.

International Trade Centre seminar on industrial marketing research

THE LONDON EMBASSIES of some 35 developing countries were among those whose Commercial Officers took part in a one-day seminar on 'Industrial Marketing Research in the United Kingdom' at the Hilton Hotel on January 24.

Altogether the Commercial Officers of some 53 countries attended the seminar, which was jointly sponsored by the Industrial Marketing Research Association and the International Trade Centre (UNCTAD/GATT), Geneva. Under the chairmanship of the Association's Chairman, Mr. Ian Maclean, the delegates listened to members of the Association, all experts in their subjects, on 'The Present Status of Marketing Research in the United Kingdom' – Dr. F. T. Pearce; 'Market Assessment' – Mr. B. G. Allison; 'Sources of Published Information' – Mr. G. P. Henderson; and 'Advice on the Selection of a Consultant' – Dr. W. A. Westgate. These speakers, although dealing with industrial marketing research in the United Kingdom, did so with the problems of the developing countries well in mind. They were followed by Mr. Austin Hatt-Arnold who came from the Trade Centre to speak on 'Marketing Research in Developing Countries', and in so doing he was able to set the previous speakers' remarks into perspective from the developing countries' point of view.

Inquiries about the seminar or about the Industrial Marketing Research Association itself may be addressed to Mr. Ian Maclean, c/o Air Products Ltd., Coombe House, St. George's Square, Malden Road, New Malden, Surrey. Inquiries about the International Trade Centre and its work on behalf of developing countries may be addressed to Mr. H. L. Jacobson, Director, International Trade Centre (UNCTAD/GATT), Villa la Bocage, Palais des Nations, 1211 Geneva 10, or alternatively to the United Kingdom Liaison Officer, Mr. G. Wilcock, at Board of Trade, Room 461, Victoria Street, London, S.W.1.

British wool textile industry selling mission for South Africa

A 16-STRONG selling mission from the British wool textile industry is to spend three weeks in South Africa during February. The mission, sponsored by the National Wool Textile Export Corporation with the co-operation of the British National Export Council, is expected to arrive in Johannesburg today (February 2) and to return from Cape Town on February 24.

The leader of the party is Mr. Eric Shaw, of Shaw Bros. Ltd., Huddersfield, who was deputy leader of a similar selling mission which made a successful visit to South Africa in 1965.

Birmingham men to sell in West Africa and Canaries

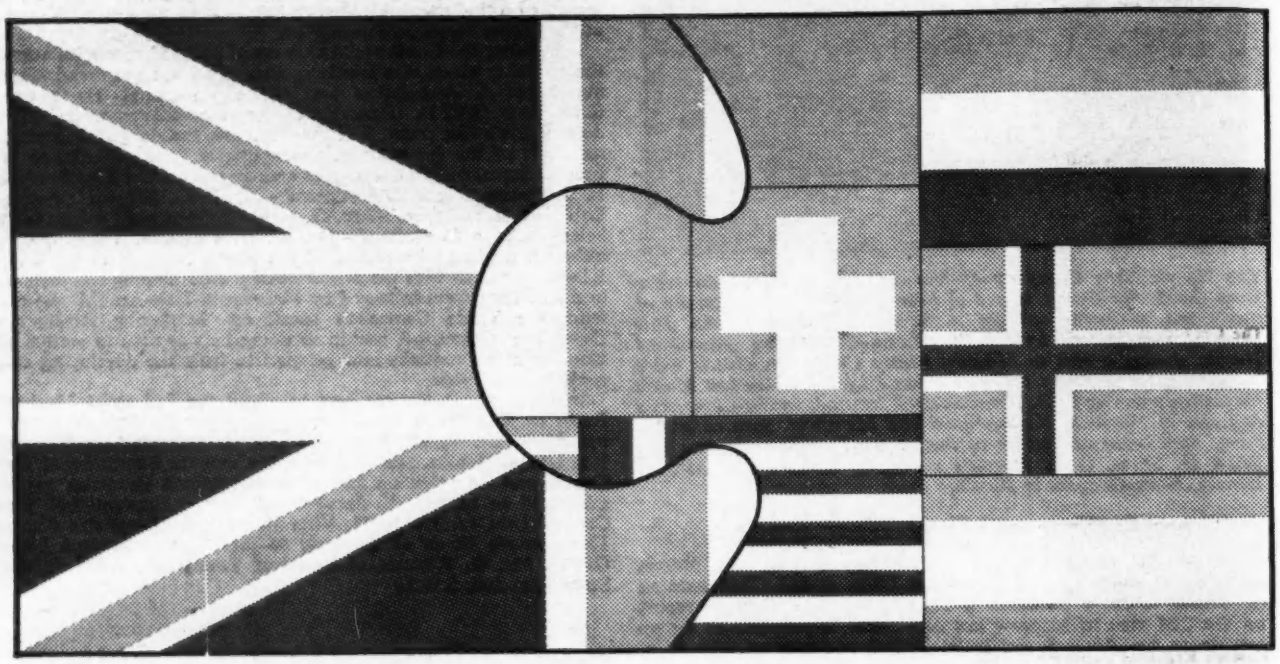
FIFTEEN BRITISH MANUFACTURERS from Birmingham, keen to seize the immediate advantages of devalution, left London on January 28 to spend four days in Las Palmas and Teneriffe and then take-off for the Ivory Coast, Ghana and Nigeria until February 18.

They are members of a trade mission sponsored by the Birmingham Chamber of Commerce and Industry with financial assistance from the British National Export Council. Some of the firms have existing contracts in West Africa, others are newcomers. Products they hope to sell run from car accessories and spares, electric street and industrial lighting equipment, buildings materials, to foodstuffs and pharmaceutical products.

Textile council travel scholarships

FOUR BRITISH textile designers have been awarded scholarships this year under the Textile Council's Travel Scholarship scheme. The award winning designers are: Mr. Carl Christie (25) of London, Miss Natalie Gibson (29) of London, Miss Rasma Grava (29) of Manchester, and Miss Pamela Kay (28) of Margate. Between them they will visit the United States, the Near East and a number of European countries.

ICFC Export Department



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Our Export Department is helping manufacturers to enter the export market or to increase their present volume of exports. To this end we are engaged in building up contacts and a close knowledge of the many and varied export service companies who can often play a positive and helpful role in establishing the smaller, or inexperienced, exporter in world markets.

Our long term financial facilities, together with the specialist facilities provided by our associate companies in the field of short and medium-term finance for export credit, added to a wide knowledge of the problems of smaller businesses, means that our Export Department is both comprehensive and adaptable and can lead manufacturers to improved export performance and faster growth.

ICFC Enquiries to:
Peter Austin, Manager,
ICFC Export Department, Piercy House,
7 Copthall Avenue, London, E.C.2.
Tel. No. 01-628 4040

Alternatively, please write or telephone the ICFC Manager responsible for your district. He will be happy to help and discuss your business with you in complete confidence and without commitment on your part.

BNEC list of export clubs in South-east

AT THE recent Action 68 conference organized by the British National Export Council in London, the following list of export clubs in the South-east was issued to delegates. BNEC gives general support to export clubs, holding a conference with their representatives once a year and supplying speakers for their meetings wherever possible.

The CBI Central London Export Club
Chairman: H. J. Doesor,
The Pyrene Co. Ltd.,
9 Grosvenor Gardens,
London, S.W.1.
Secretary: T. J. Wells,
Confederation of British Industry,
21 Tothill Street,
London, S.W.1.

City Export Club
Secretary: C. S. Taylor,
Cunard House,
88 Leadenhall Street,
E.C.3.

The Crawley & District Export Club
Chairman: H. H. Newhouse,
Brentford Electric Ltd.,
Manor Royal,
Crawley, Sussex.
Secretary: L. E. B. Candfield,
c/o London Chamber of Commerce,
69 Cannon Street,
London, E.C.4.

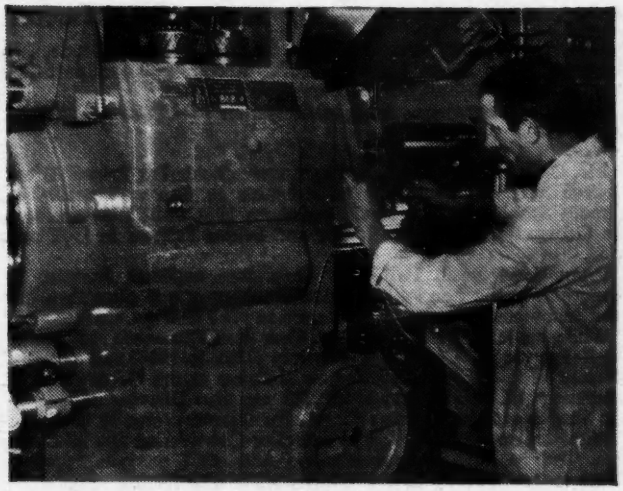
East Kent Export Association
Hon.
Secretary: M. H. Clarke,
Pfizer Ltd.,
Sandwich,
Kent.

Eastern Regional Exporters' Club
Chairman: G. Le Mare,
Crittall Mfg. Co. Ltd.
Manor Works,
Braintree,
Essex.
Secretary: R. H. Marks,
Confederation of British Industry,
Prudential Building,
St. Andrews Street,
Cambridge.

Essex Exporters' Association
President: C. A. C. Bulpitt,
Carreras (Overseas) Ltd.,
Christopher Martin Road,
Basildon New Town, Essex.
Secretary: R. C. Sharpe,
International Express (East Anglia) Ltd.,
Radford House,
Radford Way,
Billericay, Essex.

Kent & Sussex Exporters' Club
Chairman: J. W. Cowan, TD,
Manager,
District Bank Ltd.,
101 Mount Pleasant Road,
Tunbridge Wells.
Vice-
Chairman: G. Burgess,
British Alcozip Ltd.,
Dowgate Works,
Tonbridge.
Secretary: T. P. Veitch,
(Acting) Secretary,
The Royal Tunbridge Wells Chamber of Trade,
14 Mount Ephraim Road,
Tunbridge Wells.

Kingston & Thameside Export Club
Chairman
Designate: G. C. Oxley-Sidey.
Hon. Sec.: L. E. B. Candfield,
52 Lansdowne Road,
W. Ewell, Epsom,
Surrey.



BSA Tools Limited, a member of the Alfred Herbert Group, has more than doubled its intake rate of export orders since devaluation and during this two-month period has exceeded the £500,000 mark. The picture shows one of four BSA Acme-Gridley 8 Spindle Automatics being inspected at the Birmingham Works of BSA Tools Ltd., a member of the Alfred Herbert Group, before it goes to Alfa-Romeo's new Milan factory.

Reading Export Club
Chairman: J. H. Hutchinson,
Midland Bank Ltd.,
26 Broad Street,
Reading.
Secretary: B. J. Brooks,
c/o Reading C of C and Trade,
15 Station Road,
Reading.

Reigate, Redhill & District Export Club
Chairman: J. A. Carroll,
Industrial Freight Ltd.,
Britannia Wharf,
Monument Road,
Woking, Surrey.
Secretary: L. E. B. Candfield,
c/o London Chamber of Commerce,
69 Cannon Street,
London, E.C.4.

Suffolk Exporters' Club
Chairman: Michael D. Phillips, JP,
Director,
Phillips & Piper Ltd.,
Christchurch Works,
Ipswich, Suffolk.
Secretary: Robert Marshall,
c/o Barclays Bank Ltd.,
Ipswich Foreign Branch,
P.O. Box 11,
Princes Street,
Ipswich.

Addresses of export clubs in other parts of the country will be given in later issues.

Hints to businessmen visiting the Bahamas, Bermuda

A REVISED EDITION of the booklet on The Bahamas, Bermuda and the Turks and Caicos Islands has been published in the 'Hints to Business Men' Series.

British businessmen who intend visiting these countries on export business can obtain a copy of the booklet on application to Export Services Branch, Board of Trade, Room 020, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 7146), or to any Regional Office of the Board of Trade, or on personal application to the Export Information Centre, Board of Trade, 50 Ludgate Hill, London, E.C.4.

New member for Monopolies Commission

MR. ANTHONY CROSLAND, President of the Board of Trade, has appointed Mr. Roger G. Opie, MA, B.Phil., to be a part-time member of the Monopolies Commission.

The appointment has been made for an initial period of three years.

Notes:

Mr. Opie, who is 40 years of age, was educated at Prince Alfred College and the University of Adelaide in South Australia. A Rhodes Scholar, he was at Oxford from 1951 until 1954 and was the George Webb Medley Junior and Senior Scholar in 1952 and 1953.

From 1954 until 1961 Mr. Opie was assistant lecturer in economics at the London School of Economics and since then has been fellow and lecturer in economics at New College, Oxford.

While on leave of absence Mr. Opie was Economic Adviser in the Economic Section of HM Treasury (1958 to 1960) and assistant director at the Economic Planning Division at the Department of Economic Affairs (1964 to 1966). He was also Director of Economic Studies at HM Treasury Centre for economic studies in 1964.

With this appointment the Monopolies Commission has 23 members. The Monopolies and Mergers Act, 1965, permits appointments to be made up to a maximum of 25 members.

Consideration of mergers

IN CARRYING out their responsibilities under the Monopolies and Mergers Act, 1965, the Board of Trade announce that on the information at present before them it is not their intention to refer the following three proposed mergers to the Monopolies Commission under the provisions of that Act: (1) Ready Mixed Concrete Ltd. and Hall & Ham River Ltd.; (2) The British Oxygen Co. Ltd. and Edwards High Vacuum International Ltd.; (3) Belliss & Morcom Ltd. and W. H. Allen Sons & Co. Ltd.

The Import Duty Drawbacks (No.1) Order, 1968

THE TREASURY has made the Import Duty Drawbacks (No. 1) Order, 1968.

This Order revokes the existing fixed rate of drawback of import duty for the following exported goods manufactured from the imported materials shown and provides for the drawback to be related to the duty paid on the quantity of the imported materials actually used in their manufacture:

Exported goods	Imported materials
Acetylcarbromal Carbromal	γ-Ethylbutyric acid
Chocolate confectionery; sugar confectionery containing cocoa; chocolate biscuits	Liquid glucose
Men's shirts	Woven fabric of spun silk
Printers' inks and printing ink base	Carbon black
Seasoning	Tabasco red peppers
Sugar confectionery not containing cocoa	Liquid glucose
Tinsel cord fabric	Tinsel cord
Weed-killer	Sodium chlorate
Wood tar, refined	Unrefined wood tar

The Order came into operation on February 1, 1968, and has been published as Statutory Instruments, 1968, No. 78.

Copies are obtainable direct from HMSO.

The Import Duties (General) (No.1) Order, 1968

THE TREASURY has made the Import Duties (General) (No. 1) Order, 1968.

This Order removes the import duty on dressed sheep and lamb skin leather, chrome tanned and coloured black, of a thickness not exceeding 0.20 millimetre.

The Order came into operation on February 1, 1968, and has been published as Statutory Instruments 1968 No. 77.

Copies of the Order are obtainable direct from HMSO.

Provisions of Companies Act, 1967 come into force

THE FOLLOWING provisions of the Companies Act, 1967, come into force with effect from January 27, 1968:

S.2 – Abolition of status of 'exempt private company'.
S.3 – Statement in holding company's accounts of identities and place of incorporation of subsidiaries, and particulars of shareholdings therein.
S.4 – Statement in company's accounts of identities and places of incorporation of companies not subsidiaries whose shares it holds, and particulars of those shares.
S.5 – Statement in subsidiary company's accounts of name and place of incorporation of its ultimate holding company.
S.6 – Particulars in accounts of directors' emoluments.
S.7 – Particulars in accounts of directors' emoluments, the rights to receive which have been waived.
S.8 – Particulars in accounts of salaries of employees receiving more than £10,000 a year.
S.9 – Miscellaneous amendments as to contents of accounts.
S.10 – Limitation of operation of new requirements as to accounts.
S.11 – Statements annexed to accounts showing certain items to include corresponding amounts for preceding financial year.
S.12 – Power of Board of Trade to revoke, in part or in whole, exception from Schedule 8 to the principal Act for banking and discount companies.
S.13 – Qualifications for appointment as auditor.
S.14 – Auditors' report and right of access to books and to attend and be heard at meetings.
S.15 – Definition of directors' report.
S.16 – Additional general matters to be dealt with in directors' report, e.g. significant changes in fixed assets, share issues, directors' interests and contracts with company, benefits to directors by means of shares or debentures, and recording of extent thereof.
S.18 – Directors' report to state average number, by the week, of employees and amount, by the year, of their wages.
S.19 – Directors' report to include certain particulars of contributions for political or charitable purposes.
S.20 – Directors' report to include, in case of certain companies, particulars of exports.
S.21 – Limitation of operation of Sections 16 to 20.
S.22 – Directors' report to show, for items included under authority of proviso to Section 163 of the principal Act, corresponding amounts for, or as at the end of, preceding financial year.
S.23 – Penalization of failure by directors to secure compliance with requirements of the principal Act and Part I as to directors' report.
S.24 – Right to receive copies of directors' report.

Fees for registering documents at Companies House

THE BOARD OF TRADE remind company secretaries and others responsible for submitting company returns to Companies House of the new scale of fees payable under the Companies Act, 1967. Over 400 returns per day are still being sent to Companies House with incorrect registration fees. These include not only returns with insufficient fees but also returns accompanied by fees which are no longer required.

Full details of the scale of fees payable are contained in Schedule 3 of the Companies Act, 1967. Particular attention is drawn to the following:

(i) the registration fee for all annual returns has been increased from 5s. to £3.

(ii) all 5s. filing fees which were previously payable on most other company documents, e.g. resolutions, notices of change of registered office or in directors' or secretaries' returns of allotments etc. have been abolished.

Application for drawback of duty on beet sugar and cane sugar

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on the undermentioned goods imported for use in the manufacture of the exported product described:

Imported goods: Beet sugar and cane sugar, solid.
Exported goods: Sugar in the form of fine white powder, not flavoured, containing not less than 8 per cent and not more than 10 per cent, invert sugar.

Any interested party wishing to support or oppose this application should do so in writing to the Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, not later than February 23, 1968.

Direct investment overseas—Exchange Control change

UNITED KINGDOM exporters wishing to make direct investments outside the Sterling Area to exploit the trading opportunities provided by devaluation will benefit from a change in the Exchange Control rules announced on January 30 by the Chancellor of the Exchequer in a written Parliamentary Answer.

Firms wishing to invest in projects which are directed to promoting exports of United Kingdom goods and services – for instance, to establish an overseas sales subsidiary, to buy a warehouse for stockholding abroad or to build offices for a sales organization – will be allowed to buy foreign exchange at the official rate up to an amount of £50,000 or 50 per cent of the total investment, whichever is more, provided that the prospective benefit to the United Kingdom balance of payments will equal or exceed the total cost of the investment within 18 months and will continue thereafter.

Since July 1965 the entire cost of direct investments outside the Sterling Area has had generally to be financed either by borrowing foreign currency abroad or by the use of 'Investment currency', that is, the foreign currency proceeds of sales of foreign currency securities owned by United Kingdom residents, which can be purchased only at a premium.

The change now announced will encourage a type of investment abroad which is particularly important for the export drive. Firms with projects of this type should apply to the Bank of England in the usual way.

Jet-Sell campaign in North America

MORE THAN 500 companies are stated to have applied for the 50 places in the 'Daily Express Sell-British' campaign in North America. Entitled the 'Jet-Sell', the firms chosen will promote the sales of British consumer products in five important centres in the United States and one in Canada.

The campaign has the co-operation of the Board of Trade and the British National Export Council. The Board will assist in the selection and briefing of participants, and overseas commercial officers in the United States and Canada will obtain market information and assist with the arrangement of programmes for the visitors.

The mission will leave London on March 15, returning on April 4.

HMSO printing press at Gateshead

SPEAKING IN the House of Commons on January 24, the Chancellor of the Duchy of Lancaster, Mr. Fred Lee, said:

'The Government have decided to locate a substantial new printing press, employing eventually about 400 staff, at Team Valley, Gateshead. This press is required by HMSO to meet increasing demands on its services, including the expanding work on telephone directories for the Post Office.

'The news of this new Government printing works at Gateshead will be very welcomed throughout the Northern region. It provides a significant long-term increase in jobs in Gateshead, including a considerable number of jobs for skilled men and is an example of the Government's intention to exercise a forceful policy of development in places where the level of economic activity is lower than it should be. As the Minister with special responsibilities for the Northern region, I am glad to show, in this difficult time, that the Government is pressing ahead with the location and deployment of Government establishments in development areas.

'We have already located the Land Commission's headquarters in Newcastle, the Board of Trade Investment Grants office at Billingham, and we have announced plans to move a sizeable part of the Department of Education and Science to Darlington. These all add to the substantial amount of Government work already being carried out in the Northern region.'

Report on NIESR industrial inquiry

THE NATIONAL INSTITUTE of Economic and Social Research's Tenth Industrial Inquiry was carried out in December 1967. The managements of 123 firms employing just under one million persons were interviewed in the metal using industries, that is, mechanical engineering, electrical engineering, vehicles and 'other metal goods' (intermediate and miscellaneous metal products). In addition a postal questionnaire was sent to a number of large firms in the chemical and paper industries. There is no report on the paper industry as only one reply was received.

Further details from the Institute at 2 Dean Trench Street, Smith Square, London, S.W.1.

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Lindustries Limited

Highlights from the *Annual Report and Statement by the Chairman, Mr. W. E. Luke on the Accounts for financial year ended 30 September 1967.

	1967	1966
TURNOVER	£	£
Sales outside the Group	24,504,370	23,056,396
EARNINGS		
Trading profit	2,027,159	1,587,405
Profit after tax attributable to Lindustries Limited	1,011,021	818,166
Earned for ordinary shares	890,021	697,166
Retained in the business	398,074	268,201
Ordinary dividends (gross)	602,284	530,463
Earned per 5/- ordinary share	1/4d	1/0½d
Dividends (gross) per 5/- ordinary share	10¾d	9½d
ASSETS		
Fixed assets and trade investments	5,365,200	5,323,093
Net current assets	9,081,753	8,661,612
Net assets employed	14,344,503	13,849,805
Net assets attributable to ordinary shareholders' funds	9,826,790	9,367,976
Net asset value per 5/- ordinary share	14/8d	14/1d
RETURN		
Trading profit on net assets employed	14.1%	11.5%

■ The increase in profits was greater than had been expected. The engineering companies did well and there was a substantial increase in profits from overseas interests. The textile division had a particularly difficult year but should now benefit from devaluation.

■ The total dividend for the year proposed on the ordinary shares is 18% (1966 : 16%).

■ On balance prospects for the current year are favourable.

■ A major diversification continues to be sought.

A.G.M.: 21 February 1968. Dividends 2 March – Ordinary Final 13% Preferred Ordinary Final 3%.

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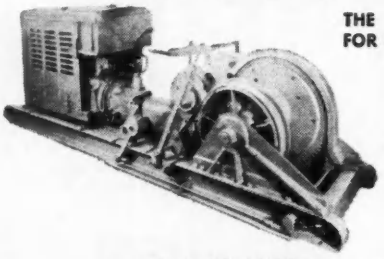

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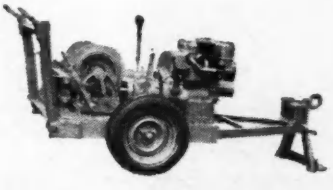

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New Books

Europe in a Shrinking World: a technological perspective, by Laurance Reed. (208 pages. Oldbourne Book Co. (Publishers) Ltd. 30s.). Because big and advanced technology costs so much there is a growing tendency for international collaboration and the creation of international agencies, thus leading to technological interdependence. Additionally, there are suggestions of a growing technology gap between the United States and Europe and an increasing dependence on American know-how. This is the basis of the new argument for speeding European economic and political unification. The author in the course of this study has spent three years in Europe examining the technological perspective and in his book he marshals the facts and supports this argument.

Manufacturing under licence: a handbook, by D. Edmunds Brazell. (143 pages. Kenneth Mason Publications Ltd., 42s.). Manufacturing under licence is a long established business procedure whereby a firm gains entitlement to use a particular process on payment of a fee as a royalty to the owner of the manufacturing rights. Licensing agreements vary enormously in their terms and this volume goes into detail from the licensee's and the licensor's viewpoints. The author discusses the negotiations and various clauses such as subject matter, territory, term and terms, performance, quality control, inspection, patents, trade marks, know-how, interpretation, termination and servicing the agreement that go to make up an agreement. There is also a brief appendix on the United States anti-trust laws, and a bibliography. Mr. Brazell has specialized in industrial licensing and his experience has resulted in a practical book that is aimed at licensing managers and business school students.

Tools for Progress, 1967/68. (192 pages. Price 15s. from the Intermediate Technology Development Group Ltd., 9 King Street, London, WC2). The activities of the Intermediate Technology Development Group stem from the thesis that development aid channelled into large capital-intensive industrial projects tends to by-pass those people in developing countries who are most in need of assistance – the people in rural areas and the workless people aggregating in the cities. What is also needed is a means of helping the great majority to help themselves; and this means tools and equipment which are cheap, sturdy, easy to use and maintain, as well as relatively easy to make. The Group decided to compile and publish *Tools for Progress* primarily because it would help to meet requests from developing countries for information about the availability in the United Kingdom of tools, equipment and materials suitable for small-scale development. It would also indicate firms interested in developing overseas manufacture of such products. The main section comprises descriptions of individual products, with illustration and information on applications, capacity, size, weight and (in most cases) prices. An alphabetical list of the manufacturers contains the usual directory information, together with the names and addresses of their agents, local branches or representatives in the developing countries. Other sections include a buyers' guide, an alphabetical index of products (in French, Spanish and Arabic as well as English), and statements on their background and functions from 34 organizations active in this field. Three thousand copies of the publication will be distributed free of charge to key personnel throughout the world in the field of development. It is planned to issue revised editions periodically.

Engineering Industries in North America, Europe and Japan. A Study by the Special Committee for Machinery. Organization for Economic Co-operation and Development. (165 pages. 30s., by post 31s. 1d., from HMSO and Government bookshops). Special features of this 7th report on the *Situation in the Engineering Industries* prepared by the OECD Special Committee for Machinery are: an assessment of the sectors predominant position and role in Member Countries' economies; a close-up view of the pattern of the sector's production and exports of capital goods, consumer durable and intermediary products; a thorough analysis of East-West trade in engineering products, and a detailed study of long-term trends in investments by the sector in the principal consumer producer countries. This report further examines, on the basis of detailed statistics, the evolution of the major factors in supply of, demand for trade in engineering products in 1966; it also analyses overall trends in the sector in the first half of 1967 and its prospects in the early autumn of this year. The report thus brings up to date and also completes information supplied in the previous reports, the last of which was published under the same title in September 1966. The detailed statistics in this report cover, in general, the years 1964-1966, and are based on the same definitions as in previous reports. Similarly the 17 member countries covered have used the same methods of calculation for all the years in question.

Consequential Loss Insurances and Claims, by Denis Riley. 3rd ed. (362 pages. Sweet & Maxwell, 84s.). There are relatively few businesses which, in the event of damage being caused by fire or other perils at their premises (or, possibly, those of their suppliers or customers), would not suffer financially either through a loss of trade or the additional expenditure involved during the period following the occurrence. The practice of insuring against such 'consequential loss' – alternatively named 'loss of profits insurance' – has developed progressively during the present century. Mr. Riley has set out to provide a book of ready reference on the subject, providing immediate and practical answers to practical problems, for all those who have to effect, maintain or claim under consequential loss insurances. In the appendices specimens are given of policy forms and specifications in current use, and there is a detailed index. The text has been brought up to date to cover developments in the eight years since the previous edition.

Counselling for Special Groups, by Lady Gertrude Williams. Organization for Economic Co-operation and Development. (115 pages. 17s. 6d., by post 18s. 1d., from HMSO and Government bookshops). This is the report on an OECD project which was designed to examine whether it might be possible, by way of special counselling, to increase the productivity of the labour force by reducing long-term unemployment and by dissuading workers from an over-frequent changing of jobs. Controlled experiments in five countries (Britain, the Federal German Republic, the Netherlands, Sweden and the United States) led to the conclusion that the long-term unemployment and frequent job changers do, in fact, tend to be overlooked by the employment service in the normal routine of its duties. They suffer from a number of personal disadvantages (such as emotional problems, family troubles, lack of knowledge of the prevailing language, inferior education or training, and inadequate social attitudes) which handicap them in competing in the labour market. However well organized the normal placement work of the employment service may be, it cannot be expected of the officers that they should be able to deal with those whose problems are primarily non-economic; and there is a need for special provision to deal with these problems.

Vade-mecum for Foreign Investors in Italy. Banca Commerciale Italiana. (148 pages. Free from the Banca, 36/40 Coleman Street, London, EC2). Last published in 1962 and now appearing in a revised edition, this publication covers almost exactly the same ground as *Useful Information for Investing Foreign Capital in Italy* which was noticed in the *Board of Trade Journal* for January 12 (p.85).

Directory of Services and Facilities. Mould and Die Section of the Gauge and Tool Makers' Association. (43 pages. Available free to companies which are users of moulds and dies from the Gauge and Tool Makers' Association, 2/5 Old Bond Street, London, W1). The Mould and Die Section of the Association, recently re-established, has produced as its first publication a comprehensive guide to its members' activities. Each of the 50 participating member firms has an entry giving, as well as the usual directory information, a description of its plant, equipment, and the facilities and services available to customers. This is followed by a detailed buyers' guide index relating to the types of manufacture and specialized facilities available. This publication usefully supplements the *Members Handbook* of the parent Association.

Other publications

IRON AND STEEL INDUSTRY IN 1966 AND TRENDS IN 1967. A Study by the Special Committee for Iron and Steel. 79 pages and 46 tables. Organization for Economic Co-operation and Development. 21s., by post 21s. 8d., from HMSO and Government bookshops.

GENERAL AND INDUSTRIAL MANAGEMENT, by Henri Fayol. 110 pages. Pitman, 12s. 6d. A reprint of Fayol's famous book which first appeared in French in 1916.

LEATHER AND LEATHERGOODS DIRECTORY 1968. 262 pages. Benn Brothers Ltd., Bouverie House, 154/160 Fleet Street, London, EC4. Leather binding 130s., cloth 100s.

MISSION TO MOSCOW. Report of the Fifth Mission from Leicester and County Chamber of Commerce. September 18-22, 1967. 16 pages. The Chamber, 4 Horsefair Street, Leicester, LE1 6EA. 5s.

PHILLIPS' PAPER TRADE DIRECTORY OF THE WORLD 1968. 744 pages. S. C. Phillips & Co. Ltd., Alliance House, 50-51 Fetter Lane, London, EC4. 70s.

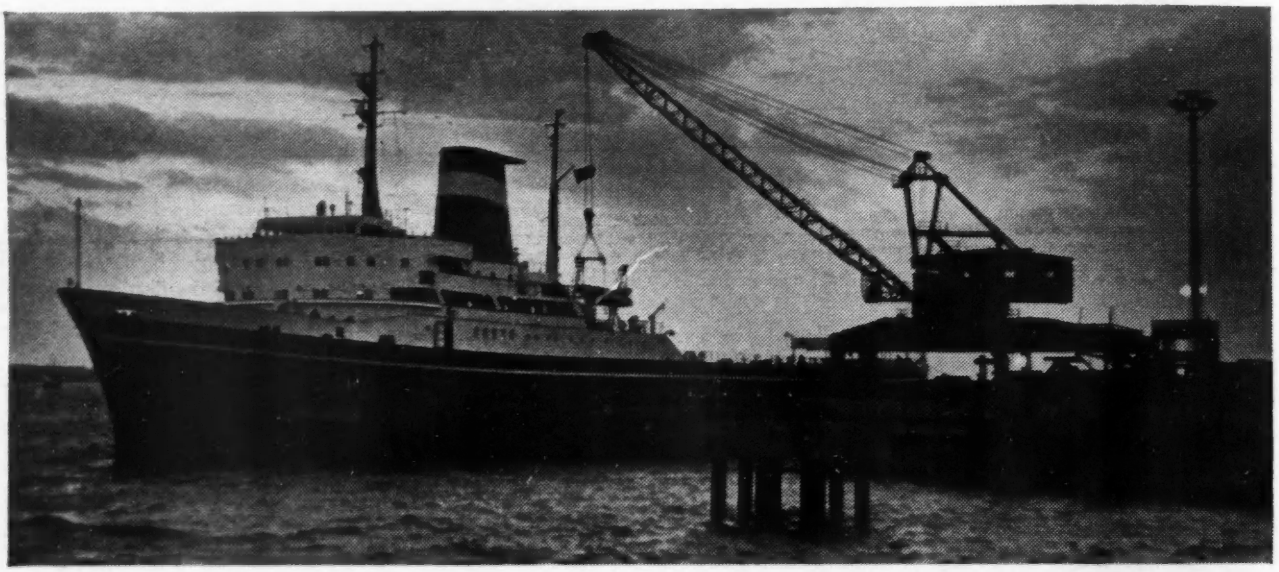
REDUNDANCY AND THE LAW. A Short Guide to the Law on Dismissal with and without Notice, and rights under the Redundancy Payments Act, 1965, by M. H. Whincup. 86 pages. Pergamon Press. Hardback copy 15s., paperback 7s. 6d.

SPICER AND PEGLER'S PRACTICAL BOOK-KEEPING AND COMMERCIAL KNOWLEDGE. 13th edition, by W. W. Bigg and R. E. G. Perkins. 508 pages. H.F.L. (Publishers) Ltd., 9 Bow Street, Covent Garden, London, WC2. 30s.

STERLING CONVERSION TABLES. 7th edition. 15 pages. Croner Publications Ltd., 46-50 Coombe Road, New Malden, Surrey. 8s., by post 8s. 6d.

SWITZERLAND. December 1967. 44 pages. Economic Surveys by the OEDC. 5s. 6d., by post 5s. 11d., from HMSO and Government bookshops.

Aviation and Shipping



'Europic Ferry' opened a new export route to Europe this month when she made her first voyage from Felixstowe to Europoort. She is the latest roll-on/roll-off and container ship to join the fleet of the Transport Ferry Service, London, who say that the new service will enable exporters– particularly those in the Midlands and the North-east – to deliver their goods to customers in Europe within a few hours of leaving the factory.

Air routes to Malta

THE BOARD OF TRADE have dismissed appeals against the Air Transport Licensing Board's refusal of applications by British Eagle International Airlines Ltd., to operate a service between London (Heathrow-Gatwick) and Malta and Channel Airways Ltd., to operate a service on the route Manchester and/or East Midlands (Castle Donington) and/or Stansted and/or Gatwick-Malta.

The Board of Trade have also dismissed an appeal by British United Airways Ltd., against the Air Transport Licensing Board's refusal of the company's application to operate a service between Gatwick and Malta.

The Board of Trade's decision in both cases accords with the recommendations of Sir Ralph Hone, the Commissioner appointed to hear the appeals.

Copies of the Commissioner's reports to the Board of Trade and of the Board's Orders are available on request from Board of Trade (Branch CA1 (c)), Shell Mex House, Strand, London, W.C.2.

Court of Inquiry on airline dispute

THE COURT of Inquiry to inquire into the dispute between the British Overseas Airways Corporation and the British Air Line Pilots' Association opened at Church House, Westminster, London, S.W.1, on January 26. The hearings, which are in public, continued on January 27 and will continue, as necessary, on February 2 and 3.

Navigation services charges and landing fees at aerodromes

THE BOARD OF TRADE propose – subject to the necessary Parliamentary procedures – to increase their navigation services charge by 12½ per cent, on international but not on domestic flights. The navigation services charge is paid at the following aerodromes: Heathrow, Prestwick, Gatwick, Stansted, Glasgow, Manchester, Liverpool, Birmingham, Cardiff, Aberdeen, Edinburgh, Belfast, Bournemouth.

Foreign currency earnings arising from payments made by foreign airlines in respect of landing fees and navigation services charges at United Kingdom aerodromes will be reduced as a result of devaluation. The main purpose of the proposed increase, which will apply both to British and to foreign airlines, is to restore the predevaluation position.

For similar reasons it is proposed to introduce a 12½ per cent increase in landing fees for international flights at the aerodromes owned by the Board of Trade.

It is proposed that both the increases should take effect from April 1 this year.

BMEC annual report

THE ANNUAL report of the British Marine Equipment Council Ltd. has now been published and is available from the Council at 13 Devonshire Square, London, E.C.2.

ADVERTISEMENT INQUIRIES FOR THE JOURNAL

Inquiries from the London Postal Area concerning the insertion of advertisements in the *Board of Trade Journal* should be addressed to Her Majesty's Stationery Office, Room D.94, Atlantic House, Holborn Viaduct, London, E.C.1 (01-248 9876, Ext. 6147).

Inquiries from other parts of the United Kingdom should be addressed to Cowlishaw & Lawrence (Advertising) Ltd., Memorial Hall Bldgs., 16 Farringdon Street, London, E.C.4 (01-248 3718).

Parliamentary Answers on aviation and shipping

Below are a number of Parliamentary Answers relating to the aviation and shipping industries. Other Parliamentary Answers will be found on page 306.

FRIDAY, JANUARY 19

Imports of Soviet hydrofoil craft

An inquiry about Board of Trade policy with regard to unrestricted import into the United Kingdom in respect of hydrofoil craft of Soviet Russian manufacture, in view of the fact that these vessels were to be offered for sale at a price very much below their cost of production, to the detriment of British manufacturers of similar or competitive vessels, such as hovercraft, was answered by Mrs. Dunwoody, who said that an import licence was required for the import of boats, whether hydrofoil craft or other types, from the USSR. Applications for import licences were considered on their merits. 'I do not think that recent reports about prices and costs are necessarily accurate,' added Mrs. Dunwoody.

TUESDAY, JANUARY 23

Turnhouse Airport

There were two questions on Turnhouse Airport. One asked whether a decision had been come to between his department and the British Airports Authority about the future of Turnhouse Airport, Edinburgh; and if he would make a statement.

Mr. Mallalieu replied: 'The British Airports Authority has agreed in principle to assume the ownership and management of Turnhouse. Negotiations about the terms of transfer are well advanced and we expect to reach agreement in March with a view to transfer later this year.'

The other was if he had yet come to a decision on the provision of surveillance radar equipment at Turnhouse Airport; and if he would make a statement.

Mr. Mallalieu said: 'Yes, Sir. On the basis of recent information resulting from detailed examination of delays to air transport flights at Edinburgh (Turnhouse) Airport during the past year and having regard to estimates of future growth of traffic, I consider that there is an operational case for the airport to be equipped with surveillance radar by 1970, and this is being considered in the light of current economic circumstances.'

WEDNESDAY, JANUARY 24

Statistics of night flights

'We do not publish statistics of night flights,' said Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replying to a Member who asked during what hours aircraft operating from London Airport, Heathrow, were counted in the statistics published of night flights. He continued: 'The night period used in the figures for landings on certain runways sent monthly to the Hon. Member personally is midnight to 08.00 hours GMT.'

Aircraft noise

A Member who asked whether the figures issued relating to aircraft noise were totals of complaints or of complainants, was told by Mr. Mallalieu that these figures were not issued by the Board of Trade but were given to the Heathrow Consultative Committee by the British Airports Authority. Questions relating to them should be put to the Authority. 'I understand, however, that both totals are given,' said Mr. Mallalieu.

Replying to a further question on statistics on aircraft noise whether a statute mile or a nautical mile was used, Mr. Mallalieu said that the Board of Trade did not publish statistics on aircraft noise which involved any specific reference to distance, but the distances of the various monitoring points from points in the airport were customarily expressed in nautical miles on charts and the like.

North Atlantic traffic rights

In reply to an inquiry on assistance given to independent airlines seeking to obtain traffic rights on the North Atlantic, Mr. Mallalieu said that no independent airline at present held an air service licence for a scheduled service across the North Atlantic. Various applications for such licences were now before the ATLB. Several independent airlines who held licences permitting non-scheduled services across the North Atlantic had been assisted in seeking similar permissions from the authorities of other countries concerned.

THURSDAY, JANUARY 25

Oil rig 'Sea Quest'

The President was asked whether, in view of the mishap to the oil rig 'Sea Quest' by reason of the parting of her mooring gear, he was satisfied with the operation of the Anchors and Chain Cables Act, 1967.

Mr. Mallalieu replied: 'Yes. Safety of drilling rigs is a matter for the Minister of Power who is looking into the circumstances of the mishap to 'Sea Quest'.

Surveillance radar at airports

Asked if he would name the airports in the United Kingdom which were equipped with surveillance radar and those that were not, together with the number of aircraft movements at each, Mr. J. P. W. Mallalieu, Minister of State, Board of Trade, replied:

'I am circulating in the official report a list of the principal aerodromes available for public use, divided into those equipped and not equipped with surveillance radar, and showing in each case total movements of aircraft, and total air transport movements, in the year 1966.

(1) *Aerodromes equipped with Surveillance Radar*

Aerodrome	Total Movements 1966	Air Transport Movements 1966
Belfast (Aldergrove)	28,911	25,071
Birmingham (Elmdon)*	45,744	13,621
Bournemouth (Hurn)*	26,895	2,473
Glamorgan (Rhoose)*	22,384	7,198
Glasgow (Abbotsinch)	37,253	30,907
London (Heathrow)	224,099	209,306
London (Gatwick)	65,248	33,239
Manchester (Ringway)*	49,875	35,463
Prestwick	24,479	12,872
Southend	35,553	29,076

*Radars at these aerodromes also serve other aerodromes.

(2) *Aerodromes NOT equipped with Surveillance Radar*

Aberdeen (Dyce)	16,858	3,628
Blackpool	43,126	7,854
Bristol (Lulsgate)†	27,563	9,670
Cambridge	59,846	701
Coventry†	24,265	941
East Midlands Airport (Castle Donington)	18,557	4,973
Edinburgh (Turnhouse)	50,257	10,383
Leeds/Bradford	42,010†	10,215
Liverpool (Speke)†	34,715	19,655
Luton	41,120	6,033
Lydd	23,523	22,962
Newcastle (Woolsington)	17,116	7,234
Portsmouth	9,195	2,376
Southampton†	16,403	11,733
Stansted	28,091	206
Tees-side (Middleton)	23,444	2,706

†These aerodromes receive service from radars at other aerodromes.

On the same subject he was also asked what estimate he had made of the cost to commercial aircraft using Turnhouse Airport, Edinburgh, in 1966 and 1967, respectively, through delays caused by the absence of surveilance radar equipment.

Mr. Mallalieu replied: 'A detailed analysis has been made of the possible savings in flight time which might have been achieved by air transport using Turnhouse aerodrome in May and June 1967 if radar separation had been available. Estimates of the corresponding savings in airline costs necessarily contain a large element of judgment. In my judgment the direct saving in airline costs would not at present equal the cost of providing a radar service, namely about £30,000 p.a.'

FRIDAY, JANUARY 26

Alternative airport to Stansted

Asked what offers had been made to him by private enterprise to construct an alternative international airport to Stanstead, Mr. Mallalieu answered: 'None, as yet'.

BOAC share of Atlantic passenger traffic

In reply to a question on the proportion of the total North Atlantic air passenger traffic carried by the British Overseas Airways Corporation in each of the three years, 1965 to 1967, Mr. Mallalieu said that BOAC's share of the total passenger traffic carried on scheduled air services between Europe and North America was 12.6 per cent in 1965, 12.3 per cent in 1966 and 11.4 per cent in the first 11 months of 1967.

MONDAY, JANUARY 29

New Cunarder

The President was asked what were the terms of his control over the new Cunarder 'Queen Elizabeth II' and over the placing of contracts for the various items of work now being done to fit her for her seagoing efficiency trials; and whether it was with his agreement that a recent contract for electrical fittings went to a Dutch firm.

Mr. Mallalieu replied: 'The agreements relating to the loans for the construction of the Queen Elizabeth II provide that substantial expenditure should not be unreasonably incurred outside the United Kingdom. I am satisfied that in this case the terms of these agreements were not infringed.'

Disappearance of trawler

A Member asked the President if he would make a statement on the reported disappearance of the trawler 'St. Romanus'.

Mr. Mallalieu replied: 'The trawler 'St. Romanus' left Hull with a crew of 20 on January 10 for the Norwegian fishing grounds. Sea and air search operations were mounted on January 26 at the request of the owners and are continuing from the coast of Norway to Iceland. I am keeping in close touch with events and am awaiting the results of the search before considering what further action should be taken.'

SUBSCRIPTION AND SALES

Readers are reminded that subscription and sales inquiries should be addressed to HMSO at any of the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford St., London, W.1; 13A Castle St., Edinburgh 2; Brazennose St., Manchester 2; 35 Smallbrook, Ringway, Birmingham 5; 109 St. Mary St., Cardiff; 50 Fairfax St., Bristol 1; 7-11 Linenhall St., Belfast 1; or through any bookseller.

Parliamentary Answers

Below is a selection of Parliamentary answers of interest to trade and industry.

THURSDAY, JANUARY 18

Untenanted advance factories

Scotland		England		Wales	
Location	Area (Sq. ft.)	Location	Area (Sq. ft.)	Location	Area (Sq. ft.)
Aberdeen	12,500	Ashington	25,000	Fforestfach	25,000
Blantyre	27,500	Brandon	25,000	Fforestfach	25,000
Campbeltown	6,250	Cleator Moor	10,000	Kenfig	25,000
Cowdenbeath	18,750	Consett	25,000	Maesteg	10,000
Cowdenbeath	18,500	Houghton-le-Spring	25,000	Maesteg	10,000
Douglas	18,750	Newburn	25,000	Merthyr Tydfil	25,000
Douglas	12,500	Stanley	25,000	Merthyr Tydfil	25,000
Girvan	12,500	Sunderland	50,000	Milford Haven	10,000
Inverness	6,250	Teeside	25,000	Pontardawe	10,000
Kilsyth	12,000			Pwllheli	10,000
Kilwinning	27,500			Ynyscedwyn	10,000
Kirkcaldy	27,500			Ynyscedwyn	10,000
Leven	12,500				
Leven	18,500				
Port Glasgow	12,000				
Sanquhar	12,500				
Sanquhar	18,500				

A Member asked if the President would name the location and square footage available in all advance factories currently without a tenant, and give cost estimates in any convenient form.

Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, gave the above list of untenanted advance factories. She stated that they cost about £2.9 million to build,

MONDAY, JANUARY 22

BoT civil servants

Asked what were the total numbers of civil servants employed by the Board of Trade and its subsidiary departments at the beginning of 1946, 1951, 1964, and at the latest available date.

Mr. Darling replied: 'The following table gives the information for which the hon. Member asks. The figures for the Export Credits Guarantees Department are also shown. The functions of the Board of Trade have, of course, varied considerably over this period and direct comparisons between the figures for particular years would be very misleading.

Staff Employed by the Board of Trade

	Non-Industrial	Industrial	ECGD
January 1, 1946	8,121	Not available	238
January 1, 1951	10,092	504	433
January 1, 1964	7,645	47	1,043
October 1, 1967	17,477	697	1,307

Investment grants

A questioner asked what proportion he estimated of the £80 million of postponed payments of investment grants, announced on January 16, will fall in Scotland.

Mr. Darling said: 'As I said in the reply I gave on January 18 to the hon. Member for South Angus, I estimate that industry in Scotland will receive about £10 million less in 1968/69 than it would have received had there been further acceleration. Even so, I expect the amount paid to industry in Scotland in 1968/69 to be greater than the amount paid in 1967/68.'

Northern Region

Replying to a question on what new industries were established and were in operation in the Northern Region in 1966 and 1967; what were the numbers of men and women in permanent employment; what industries he planned to establish in 1968; and what were the numbers of men and women to be employed therein, Mr. Darling replied:

'The total insured population of the Northern Region in 1966 was 1,334,841.

'In 1966 and the first six months of 1967 (the latest period for which figures are available) 231 schemes for which industrial development certificates had been issued for a total of 6.9 million sq. ft., were completed in the Northern Region. These schemes covered a wide range of industry. When fully manned they are estimated by the applicants to provide additional employment for 15,420 men and 6,140 women. In 1966 and 1967 a total of 464 industrial development certificates were issued for 15.7 million sq. ft. in the Northern Region. Many of these schemes will come into operation in 1968. When complete and fully manned they are estimated by the applicants to provide jobs for 26,510 men and 9,170 women. Industrial development certificates are, of course, issued freely in the Northern Region, but I cannot forecast what applications will come forward for approval this year.'

Scottish advance factories

Answering a question on how many advance factories in Scotland now complete, or to be completed before May 30, 1968, are without tenants or prospective tenants.

Mrs. Dunwoody replied: 'Eighteen, of which five are not yet completed.'

TUESDAY, JANUARY 23

Exports of metal containers

Questioned as to the total value of metal containers exported for each of the last three years, Mr. George Darling, Minister of State, Board of Trade, replied that figures for 1964 (revised) were given on page 194 of the Overseas Trade Accounts for December 1965 and figures for 1965 (revised) and for 1966 on page 194 of the Overseas Trade Accounts for December 1966. Figures for 1967 would be given in the Overseas Trade Accounts for December 1967 which were due to be published on January 25, 1968.

Crystal Palace exhibition centre

Replying to a request for a statement on the discussions he was having about the establishment of an exhibition centre for industry at Crystal Palace, Mr. Darling said that, as had been announced on August 3, 1967 it was unlikely that a viable scheme for a National Exhibition Centre could be brought into operation on the Crystal Palace site. The Minister of State had been studying the problem of finding a suitable site with the assistance of a committee including representatives of commerce and industrial bodies, the Greater London Council and Government Departments. Mr. Darling hoped soon to be able to announce a decision on whether or not the Government felt able to go ahead with the construction of a National Exhibition Centre.

Export Intelligence advertising

A Member asked whether, in view of the need to increase exports, the President would now restore the advertising budget of the Export Intelligence Advertising Campaign as prevailing before the summer cut of 20 per cent. Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replied: 'There was no such cut in expenditure last summer. The Export Intelligence Department to the figure being intensified to take advantage of the situation resulting from devaluation.'

WEDNESDAY, JANUARY 24

Withdrawal of export rebate and SET

A Member who asked what steps were being taken to alleviate the effects of the withdrawal of export rebates and selective employment tax premiums upon those manufacturers with long export order books based upon sterling who found themselves in difficulty as a consequence, was referred by Mrs. Dunwoody to the Revenue Bill introduced on December 20 in accordance with the answer by the Financial Secretary on December 8 (*Hansard* Vol. 755, Col. 411-2).

Import controls

'There is no need or justification for imposing restrictions on trade which would damage our international trading relations and possibly our exports,' said Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, replying to a Member who asked if the President of the Board of Trade would undertake to consider the application of import controls.

Rehousing the Patent Office

Mr. Anthony Crosland, President of the Board of Trade, said that he would like to rehouse the Patent Office in one modern office building in London, but it was not practicable to do so at present. He was replying to a question on his policy with regard to the rehousing of the Patent Office under one roof.

Increased sales of jewellery

Asked to make a statement about the 17 per cent increase over November 1966 in the sales of jewellery in November 1967. Mr. George Darling, Minister of State, Board of Trade, said that the increase was in the total sales of jewellers, watch and clock dealers and repairers. It was difficult to reach any sound conclusion on the basis of one month's figures, but the subsequent trend of sales might throw

light on the reasons for this large rise, among which could be some buying in anticipation of price increases, an earlier start to Christmas shopping, and a revival after the somewhat low sales earlier in the year.

Free gifts for retailers

A Member asked if the President was aware that Wisdom toothbrushes have been, or are being, increased in price from 1s. 8d. to 2s., whilst, at the same time, Messrs. Addis Ltd. are offering free gifts of Japanese typewriters, value £17 17s., to retailers agreeing to buy six gross of Wisdom toothbrushes; if he would refer this matter to the National Board for Prices and Incomes; and if he would make a statement.

The same Member also asked if he was aware that Great Britain's balance of payments difficulties were increased by firms who imported expensive foreign manufactures as free gifts for retailers taking part in sales promotion schemes, which directly increased consumer prices; if he would take steps to prevent such imports; and if he would make a statement.

Mrs. Gwyneth Dunwoody, replying, said: 'I understand that the toothbrush which is to be sold at 2s. is a new type and not directly comparable to that now sold at 1s. 8d. I also understand that the offer of Japanese typewriters has been discontinued. I see no reason, therefore, to make a reference to the National Board for Prices and Incomes.

'In general I would hope that, like other buyers, manufacturers who offer goods as a form of quantity discount to retailers will be able to meet their requirements from competitive home production.'

BoT advisory committee

Asked what was the number of applications outstanding with the Board of Trade Advisory Committee, Mrs. Gwyneth Dunwoody replied: 'Six hundred and ninety-eight as at January 18, 1968.'

Export trade

The President was asked which were the basic industries whose increased productivity he estimated would have an overall beneficial effect on the export trade.

Mrs. Gwyneth Dunwoody replied: 'All industries have a contribution to make to the general increase in productivity on which the expansion of our exports must be based.'

Investment grants

A Member asked the President if he would give an estimate of the cost of paying investment grants to foreign-owned shipping companies in respect of new ships ordered before January 8, 1968; and how much of that cost was attributable to ships built or to be built in foreign shipyards.

Mr. Darling replied: 'I estimate that over the next few years approximately £39 million will be paid in investment grant to companies controlled by persons resident outside the United Kingdom on new ships ordered before January 8, 1968. Some £35 million will be on ships built outside the United Kingdom.'

Industrial development certificates

Mrs. Dunwoody said that the area of industrial building in the Northern Region for which industrial development certificates were issued in 1967 was 7,476,000 square feet.

THURSDAY, JANUARY 25

British National Export Council

The President was asked to make a statement about arrangements for financing the activities of the British National Export Council from the beginning of the next financial year. He said: 'From April 1, 1968, the Board of Trade will provide from their vote the funds required to finance the whole of the normal expenditure of the British National Export Council. The Council itself will raise funds from industry and commerce to finance new projects outside its normal activities. This change has been made in recognition of the contribution made to BNEC by a very large number of senior businessmen in giving so much of their time to its activities and in undertaking work on its behalf when they are travelling abroad on behalf of their own companies. The arrangements between the Board of Trade and BNEC for control of expenditure will continue as heretofore.'

Goods exported by nationalized industries

Asked to give the value of the goods exported by industries in public ownership in 1966-67, Mrs. Dunwoody replied: 'About £55 million in the year ended March 31, 1967. This covers industries in public ownership in that year. In addition, the nationalized industries contribute to the exports of other industries.'

Aluminium smelting

In reply to a question on the report from the Industrial Reorganization Corporation about tenders and proposals for the smelting of aluminium, using cheap electricity based on bulk industrial tariffs, Mr. George Darling, Minister of State, Board of Trade, said: 'I have now received the Industrial Reorganization Corporation's report on the proposals submitted for smelters based on nuclear power. This, with certain other proposals, is being urgently examined.'

Two other questions concerned specific sites in development areas for the setting up of an aluminium smelting industry in this country; and companies, industrial organizations or consortia which had now submitted proposals for aluminium smelting in this country. Mr. Darling answered that proposals were submitted by the Aluminum Company of Canada, the Aluminium Company of Switzerland, the British Aluminium Company and RTZ/BICC Aluminium Holdings. The details of the sites and tonnage proposed were confidential, but the Government made it clear when inviting proposals that they wished any new smelter to be built in a development area.

Use of cheap electric power

Several questions concerned the use of cheap electric power on bulk tariff rates for the setting up of a ferro alloy smelting industry; for the graphite, electrode and carbide manufacturing industries; and for the chemical industry, particularly in relation to the extraction of minerals from the sea, to avoid the loss of an existing large demand for electricity. Mr. Darling said that preliminary inquiries had been made to the Board of Trade by a number of companies, including some of these industries, following the Government's announcement of October 4, 1967, about special contract arrangements for large users of electricity. No firm proposals had been received.

Modern industry for South Yorkshire

The President was asked what steps he had taken to encourage large modern industries into South Yorkshire, including the sub-region around Sheffield, employing at least 1,000 people, and preferably over 5,000; and if he would list the new industries of this size brought into this sub-region in the last three years.

Mr. Darling replied: 'There are very few industrial projects of this size seeking new locations and the development areas must continue to have first claim on them. No such projects have moved into Sheffield in the last three years.

Siting of factories

A Member asked the President what examination had been made of the possibilities of siting Government-owned factories in the Blyth constituency and the North-east during the next six months in order to deal with the immediate unemployment problem.

Mrs. Gwyneth Dunwoody replied: 'At the end of 1967 over ¾ million sq. ft. of factory space was under construction by the Board of Trade in North-east England. An advance factory of 25,000 sq. ft. is under construction at Blyth, due for completion in March, and I am prepared to consider siting a further factory there when a tenant is found for this one.'

FRIDAY, JANUARY 26

Kennedy Round negotiations

Mrs. Dunwoody answered a question on the undertakings given by Great Britain in the Kennedy Round negotiations. She said that it was intended to implement the tariff undertakings in four stages. Two-fifths of the reductions to the final rates of duty would be made on July 1, 1968 and would be the subject of an Order which would be made under the Import Duties Act, 1958 and laid before the House of Commons in May. The remaining three-fifths of the reductions would be made in equal instalments on January 1, 1970, 1971 and 1972 respectively.

The implementation of certain concessions on chemicals and unmanufactured tobacco was, however, subject to the prior enactment of legislation in the United States enabling the American Selling Price system of valuation to be eliminated as provided in the Agreement Relating Principally to Chemicals.

'Our law and practice are already in general accord with the Anti-Dumping Code which was agreed in the Kennedy Round negotiations', said Mrs. Dunwoody, 'but the Government intend to introduce a Bill giving the Board of Trade power to take the provisional action permitted by the Code'.

Mrs. Dunwoody said that the United Kingdom also signed a Memorandum of Agreement on Cereals. This was subsequently incorporated in the International Grains Arrangement which had been signed by the United Kingdom subject to ratification, and would be laid before the House in due course.

Under-developed countries

Answering a request to publish a list of countries now classified as under-developed; and a question; which countries had been promoted from an under-developed to a developed state in recent years, Mrs. Dunwoody said that the United Nations and other international organizations classified countries in various ways for statistical and other purposes, but there was no classification of countries which had been generally adopted internationally.

(Continued on next page)

PARLIAMENTARY ANSWERS, *continued*

Investment grants for forestry equipment

A Member asked for further details regarding eligibility for investment grants of forestry equipment and timber-processing plant, for example, expensive but necessary cranes, to enable potential purchasers to make their plans and calculations before they had to take decisions. Mrs. Dunwoody answered that equipment for the extraction of timber was not eligible for investment grant. Machinery or plant used for manufacturing articles from timber was eligible. Further detailed information could be obtained from the investment grants offices.

Investment grants for Scotland

Asked if Scotland could be exempted from the postponement of payments of investment grants announced on January 16, Mrs. Dunwoody said that payment was not being postponed. 'We shall pay out on a full four quarters', she said. 'We are only deferring a further measure of acceleration which would have involved paying on five quarters. It would be inequitable to exempt one development area alone from this measure, and to exempt them all would cost too much'.

MONDAY, JANUARY 29

Advance factories in Scotland

Answering a question on the number of advance factories in Scotland Mrs. Dunwoody said that since the passing of the Local Employment Act, 1960, 50 advance factories, at places listed below, have been completed in Scotland. It was not the practice to reveal the cost of individual factories or of land: –

Aberdeen, Bellshill (2), Blackwood, Blantyre (2), Calders, Campbeltown, Carfin, Carluke, Coatbridge, Cowdenbeath (3), Cumnock (2), Donibristle (2), Douglas (2), Dundee (2), Fraserburgh, Girvan, Inverness, Kilsyth, Kilwinning (2), Kirkcaldy, Leven (2), Vale of Leven (2), Newhouse, North Cardonald, Peterhead, Port Glasgow (2), Queenslie (4), Sanquhar (3), Shotts (2), Stranraer (2), Whitburn.

Textile imports

A Member asked for the figures of imports for 1967 of made-up textile goods in cotton, man-made fibres and mixtures; and how these compared with the figures for the last five years expressed as a percentage of domestic consumption. Mr. Mallalieu, pursuant to his answer on January 22 (*Official Report* col. 35 vol. 757) circulated the following information relating to made-up cotton textiles.

The estimated cloth content of imports of cotton made-up articles in the first 10 months of 1967 was 172 million square yards, of which 90 million square yards came from Hong Kong, India and the global quota countries.

It is not possible to calculate home consumption precisely, as, for example, full information is not available about changes in stocks; but imports of cotton made-up articles have supplied the following percentages of estimated consumption of cotton cloth: –

	Hong Kong, India and global quota countries	Other countries	All countries
1962	6	3	9
1963	6	3	9
1964	7	3	10
1965	5	4	9
1966	6	5	11
1967 (10 months)	7	6	13

Information relating to made-up textiles in man-made fibres and mixtures is not available.

Report on Overseas Trade

Prepared by the Statistics Division of the Board of Trade

Summarizes each month the broad pattern of United Kingdom trade. It includes tables of imports, trade in commodity groups with the principal areas of the world, exports and balance of trade by countries, indices of volume changes and import and export prices. "... *essential statistical data on the really important aspects of this country's trade ... in exceedingly convenient form.*" – *The Times.* Monthly **5s.** (*by post* **5s. 6d.**). Annual subscription **£3 6s.** including postage.

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Government surplus sales by auction

MINISTRY OF DEFENCE

1968	Stores	Location of Sale	Auctioneers
February 13-15	Vehicles, heavy duty and lifting equipment	Ordnance Storage and Disposals Depot, Ruddington, Notts.	Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. 5427).

Princess limousines; Morris Mini Minor and Minor Saloons and estates; Ford Consul, Popular, Zephyr and Anglia saloons and estates; Standard Ensigns; Humber Hawk saloons; Hillman Huskys; 'Thames' 15-cwt. utility vans; Morris-Commercial and Bedford utility vans; Land Rovers; Austin Champs and spares; Bedford 'Utilecons'; 'Thames' coaches; trucks; tractors; breakdown vehicles; hydraulic tippers; trailers; mobile tankers; cranes; excavators; dual purpose vehicles; machinery and office trucks; fork lift trucks; motor cycles; also a 50-ton Manitowac 'Speedcrane'; DUKW amphibious vehicle; Hunslet diesel locomotives; and a 'Snogo' rotary snowplough.

February 15 .	General stores, miscellaneous clothing and textiles.	Command Ordnance Sub-depot, Reed Hall Avenue, Colchester.	Fenn, Wright & Co. (Dept. L) 146 High Street, Colchester. (Tel. 73171).

Machine tools including Black & Decker, Wolf and Desoutter heavy duty and standard electric drills; bench and pillar drills; SS & SC lathes; portable pneumatic grinders; welding sets; connecting rod re-boring machine; compressors, etc.; office safes; batteries; engineers tools; hydraulic jacks; gravity rollers; miscellaneous M.T. and wireless spares; LA 2½ in. female inlet/outlet stand pipes; scrap rubber, brass, lead and aluminium; clothing including greatcoats; BD blouses and trousers; combination overalls; socks; shirts; vests; drawers; raincoats; khaki drill jackets, trousers and shorts; textiles including white and coloured blankets; pillows and pillow cases; table cloths; carpets; rugs; tentage; sea kitbags; old rags, etc.

February 20 .	Miscellaneous stores and equipment . .	Royal Arsenal, Woolwich . . .	Fuller, Horsey & Sons Cassell (Dept. L), 10 Lloyds Avenue, London, E.C.3. (Tel. 4861).

Plant and equipment; hydraulic cranes; concrete mixers; centrifugal water pumping sets; wireless reception sets; miscellaneous electrical equipment and spares including oscillators, adaptors, amplifiers, condensers, electric kettles, lamps, irons; furniture including tables, chairs; cabinets, settees, chests of drawers, sideboards, etc.; telescopes; clocks; watches; cameras; miscellaneous photographic equipment; batteries; clothing and textiles including BD blouses, vests, drawers, sea kitbags, cotton and linen napkins, scrap canvas, woollens, mixed rags, carpets, cordage; tableware; aluminium, steel, tin, wire and plastic kitchenware; china and glassware; cutlery, etc.

February 29 .	Miscellaneous stores and equipment . .	No. 25 Maintenance Unit, RAF, Hartlebury Worcs.	Nock & Joseland (Dept. L), 65 Coventry Street, Kidderminster. (Tel. 2053).

Clothing including greatcoats, raincoats, jackets, blouses, trousers, khaki drill clothing, shirts, underwear, etc.; webbing equipment; footwear; water bottles; electrical equipment including motors; generators; regulators; meters; actuators; inverters; rectifiers; transformers, etc.; fuel pumps; batteries; photographic equipment; cameras; film and bromide paper; prismatic binoculars; compasses; aircraft wheels; brake units; rubber dinghies; furniture; wooden cases and a large quantity of general stores.

Catalogues of the above sales may be obtained from the relevant auctioneers about 14 days prior to and up to the date of sale, price 1s. 0d. (postal order only)

SALE BY TENDER

MACHINE TOOLS

Single spindle automatics; horizontal and vertical borers; vertical and radial drills; plain, internal, universal and surface grinders; gear grinding and testing machines; capstan; turret and centre lathes; horizontal, vertical and profile millers; thread grinding, milling and rolling machines; cold forging machine; guillotine, sawing, shaping, tapping and testing machines, etc. Located at Ordnance Storage & Disposal Depot, Branston, Burton-on-Trent, Staffs. Permission to view on presentation of Tender Form, obtainable from Ministry of Defence, Directorate of Army Sales (Sales 4 b ii (A)), First Avenue House, High Holborn, London, W.C.1. Tender to be returned by 10 a.m., February 20, 1968.

MINISTRY OF PUBLIC BUILDING AND WORKS

1968	Description of Goods	Location	Auctioneers
Feb. 6 .	Office and miscellaneous furniture, engineering and electrical equipment, domestic, canteen and other equipment, etc.	Ministry of Public Building and Works, Supplies Division Stores, India Pavilion, Exhibition Grounds, Wembley, Middlesex.	Clifford and Clifford Ltd., 28 Ealing Road, Wembley, Middlesex. (Tel. 01-902 3212/3/4.)

Catalogues: price 6d. direct from auctioneer. View days: Day preceding and morning of sale.

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1967, but any later changes known to have come into operation are shown. **27s. 6d.** (by post 28s. 6d.)

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WILLIAMS DEACON'S

Annual Report and Statement of the Chairman

MR. KENNETH G. HOLDEN

Extracts from the Statement by the Chairman, Mr. Kenneth G. Holden, to be presented at the Annual General Meeting in Manchester on Thursday, 8th February, 1968.

Mr. Holden referred to the loss the Bank had suffered by the death of Mr. J. H. King, after a most distinguished career in the Bank which spanned a period of fifty-three years.

Due to pressure of business, Mr. D. H. Cameron of Lochiel, Deputy Chairman of The Royal Bank of Scotland, had resigned. His place had been taken by Mr. T. G. Waterlow, also a Deputy Chairman of The Royal Bank of Scotland.

Balance Sheet

The slackening of the rate of growth of deposits observed in the second half of 1966 continued into the opening months of 1967, but with the slight easing of the credit restrictions a more normal rate of expansion began, and at the end of the year deposits had reached the record figure of £174,447,731. The future trend in resources was difficult to foresee.

Advances at the end of the year were £84,962,656. The ceiling of 105% imposed in 1965 by the Authorities had been rigorously maintained until April when the ceiling was removed but not the requirement to exercise restraint in lending to non-priority classes of borrowers.

With the re-imposition in November of quantitative credit restrictions it was obvious that there would have to be the closest examination of advances. At the time of the new restrictions many new propositions had been agreed to and these still remained in the pipeline. The Authorities had expressly excluded from the figures advances directly connected with exports or shipbuilding, and, anticipating an up-surge in exports, this was a timely move. There was still a wide area of demand for advances from sub-contractors and component manufacturers whose products, while vitally important to the export market, could not be linked directly with earnings of foreign currency.

Liquid resources at £56,394,338 were 32·3% of deposits.

Profit and Loss Account

The net consolidated profit, after making the usual provisions and appropriations to contingencies account, amounted to £1,543,259, an increase of £17,287 on the year. With the balance brought forward of £327,636, there was a total of £1,870,895 to be dealt with. After transferring £500,000 to Reserve Fund and having paid an interim dividend of 10%, it was proposed to pay a final dividend of 10% to equal last year's distribution of 20% and to carry forward £370,895.

Branch Expansion

New branches had been opened in Chichester and Prestbury and additional branches in Congleton, at the Cattle Market, and in Preston, at Moor Lane and at Penwortham. Branches would also be opened, as soon as possible in Basingstoke, Gateshead, Grimsby, Guernsey, Northampton and Poole.

The extensive programme of refurbishing and rebuilding existing branches continued and new offices had been built in Atherton and in Leeds, while Great Ormond Street (London) and Newcastle upon Tyne branches were being redeveloped. Other major rebuildings and alterations were in hand.

Bankers Cards

The availability of the Bankers Card, which was inaugurated in 1966 by a consortium of Banks, had been extended to the whole of the Scheduled Territories and was thus a useful supplement to Travellers' Cheques.

Budget Accounts

Mr. Holden said that, during the year, a formal guaranteed Budget Account scheme had been introduced. This enabled a customer, for a modest charge, to spread over the whole year the effects of relatively heavy items of expenditure, with the knowledge that, should the death of the customer occur below the age of fifty-five, the outstanding debt would be automatically cancelled. The scheme was devised to equalise the amount of expenditure over the whole year in the form of pre-determined monthly amounts. In preparing such a system the Bank had in mind particularly the needs of the young family man and of other young people with regular employment, but it was also available to others who might find it useful.

The Prices and Incomes Board

Mr. Holden made reference to the Report of the Prices and Incomes Board on Bank Charges, the findings of which on the Question of the system and level of charging customers proved to be favourable although not given much prominence. Of far greater consequence was the examination of the rapidly expanding field of financial services and of the precise area in which the Banks considered it was their function to operate. It was obvious that Banks must not be the mere takers of deposits and providers of loans with a few ancillary services added. The demand for finance and for financial services was constantly widening and a too rigid adherence to the traditional forms of banking would inevitably result in the loss of opportunities to participate in those near-banking activities in which expansion was still possible and profitable.

The Report and its recommendations had been carefully studied by teams of the Bank's officials to assess the extent to which they could be used to advantage to broaden the base of the Bank's activities.

Many of the operations which the Bank could develop could most economically be carried out through a subsidiary company rather than by the Bank itself. Therefore, a further subsidiary company, Williams Deacon's Bank (Finance) Limited, had been formed, complementary to the existing subsidiary company in Jersey, to take deposits and conduct business normally outside the range of a Clearing Bank's activities. The company would operate from the Head Office of the Bank in Manchester.

Staff Representation

In reviewing the past year Mr. Holden referred to the strikes organised by the National Union of Bank Employees to reinforce their claims for national recognition. The situation was not regarded as a serious decline in staff relationships, but as a demand from the staff for what was an orthodox method of representation. Recognising the need for an organisation in a position to speak for the staff the Bank had actively supported the formation of a Joint Negotiating Council on which the majority of Clearing Banks, their Staff Associations and the National Union of Bank Employees would be represented. Following the failure of the three parties to reach agreement and after reference to the members of the staff, the Bank informed the Union that it was willing to accord them recognition as the negotiating body representative of the staff; the Managers and Senior Officials indicated by a substantial majority their wish to be excluded from the agreement. Notwithstanding this approach the Bank was not excluded from the list of Banks against whom strike action was taken. This led to the temporary closing of a few branches. It was to be hoped that the formation of a Joint Negotiating Council representing all three parties would soon be accomplished.

The Economy

Mr. Holden said that devaluation, about which much had already been written, was inescapable to a country that continued to live beyond its means. All the effects would not be realised for some time to come but it was immediately obvious that increased exports were vital to enable the country to purchase from abroad the food and raw materials on which it depended. It was therefore essential to see that world markets came first. Neither consumption at home nor public investment and spending nor pressure for higher wages and prices could be allowed to come before the exploitation of the export advantage, short lived though this may be, which devaluation offered.

He felt it would be wrong to exaggerate the promise. It was a highly competitive world and the Country's competitors abroad would not easily see their markets taken. Increased import costs would be a heavy burden and the future was already heavily mortgaged with debt repayments.

It was, thought Mr. Holden, significant that devaluation was accompanied by an increase in Bank Rate to 8%, a level only previously imposed in this century in the emergency of a declaration of war and then only for a matter of a few days. The present high rates of interest which operated domestically, nationally and internationally indicated the emphasis placed upon borrowings instead of upon earnings. This, for anything but limited periods, was not healthy, and the economy would continue to give cause for concern until borrowing was firmly and securely put into its place and the incentive to earn was given free rein.

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Statistics

The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

	GROSS DOMESTIC PRODUCT (expenditure estimates)	INDEX OF INDUSTRIAL PRODUCTION	CONSUMERS' INCOME AND EXPENDITURE				FIXED CAPITAL EXPENDITURE					CHANGES IN STOCKS			
			Personal disposable income	Total consumers' expenditure		Retail sales	Total	Selected components				Total	Selected components		
								Manufacturing industry	Distributive and service industries	Dwellings	Public sector excluding dwellings		Manufacturing industry	Wholesalers	Retailers
	at 1958 prices		at current prices		at 1958 prices	at 1961 prices	at 1958 prices					at 1958 prices			
Base of index	1958	1958	1958	1958	1958	1961	1958	1958	1958	1958	1958	series shown in £ million			
Value in base year, £m.	20,130	—	16,041	15,386	15,386	9,140	3,492	922	688	586	1,219				
1961	113	114	122	116	112	100	130	130	138	139	121	+335	+224	+46	+29
1962	114	115	127	123	114	100	129	119	134	143	124	+ 87	+ 22	+35	+14
1963	118	119	135	131	119	103	131	104	143	146	130	+221	+113	+44	+55
1964	125	128	145	140	124	106	154	118	171	185	147	+590	+354	+88	+47
1965	129	132	154	149	126	108	160	130	169	189	153	+365	+217	+42	+43
1966	131	133	162	157	128	109	162	134	161	183	163	+217	+129	+ 2	+ 6
1966															
2nd quarter	130	133	160	157	129	110	162	132	163	183	164	+ 59	— 2	—19	+26
3rd quarter	131	134	160	157	127	109	163	135	162	182	166	+103	+ 91	+25	—15
4th quarter	132	132	162	158	127	109	163	133	158	186	169	— 17	— 7	— 9	—24
1967															
1st quarter	132	132	166	160	129	109	164	128	162	190	173	+ 47	+ 2	—10	+14
2nd quarter	133	133	166	161	129	109	175	131	176	198	187	+ 37	+ 3	—13	+14
3rd quarter	132	133	169	165	131	111	171	123	165	207	189	— 25	— 17	—18	—20
1967															
June		133				110									
July		133				110									
August		133				111									
September		132				111									
October		132*				112									
November		134*				113									

	ORDERS		PRICES AND COSTS				LABOUR					
	Engineering industries: orders on hand	Textiles and clothing industries: orders on hand†	Index of retail prices		Wholesale price index: non-food manufacturing industry		Hourly wage rates: all industries and workers†	Wholly unemployed excluding school leavers	Unfilled vacancies for adults	Civil employment	IMPORTS	EXPORTS	BALANCE OF PAYMENTS: current balance
			Index†	% change on year earlier	Basic materials and fuel used†	Manufactured products: home sales†		Mid-month or monthly average		Quarter or quarterly average	at current prices		
	at 1958 prices												
Base of index	Dec. 1958	Apr. 1959	Jan. 17, 1956 (Derived series from January 1963)		1954	1954	Jan. 31, 1956	Series shown in thousands			1958	1958	series shown in £ million
Value in base year, £m.	..	..	—		—	—	—				3,834	3,250	
1961	122	104	114·5	+3·4	104·4	119·1	130·3	305	213	24,072	119	117	+ 5
1962	117	100	119·3	+4·2	103·0	120·6	136·3	422	149	24,208	121	120	+127
1963	136	117	121·7	+2·0	104·5	121·4	141·3	500	144	24,267	130	130	+116
1964	162	124	125·7	+3·3	108·6	124·7	148·5	361	221	24,606	148	136	—402
1965	165	121	131·8	+4·9	110·6	129·5	157·9	309	265	24,837	150	145	—110
1966	153	104	136·9	+3·9	114·5	133·0	168·4	325	255	24,876	158	155	— 59
1967			140·3	+2·5	112·0*	134·3*	175·3	515	174		168	155	
1966													
2nd quarter	161	127	137·0	+3·8	116·8	133·1	168·1	282	282	24,930	155	146	— 96
3rd quarter	159	109	137·5	+3·7	114·6	133·8	169·8	322	253	24,953	161	157	— 38
4th quarter	153	104	138·6	+3·8	113·0	133·5	169·8	417	206	24,702	147	164	+130
1967													
1st quarter	148	104	139·3	+3·6	112·0	133·6	171·4	458	188	24,453	164	166	+ 21
2nd quarter	148	107	140·5	+2·6	109·8	133·6	172·8	508	168		167	160	—121
3rd quarter	147	100*	139·8	+1·7	110·6	134·7	177·3	555	158		162	157	— 36
4th quarter			141·5	+2·1	115·8*	135·7*	174·5	538	182		178	138	
1967													
June	148	107	140·9	+2·4	109·6	133·5	173·3	524	162		164	154	
July	147	102*	140·1	+2·3	109·3	134·4	176·7	543	155		157	163	
August	146	100*	139·7	+1·4	110·8	134·7	177·1	559	155		162	155	
September	147	100*	139·6	+1·5	111·6	134·9	178·1	563	165		166	150	
October	145	103*	140·6	+2·0	111·6	135·4	178·7	541	176		163	125	
November	144*	111*	141·5	+1·9	115·8*	135·7*	179·7	536	181		180	125	
December			142·4	+2·4	120·2*	136·0*	180·2	538	190		190	164	
1967													
January								520*	186*				

*Provisional. †Not seasonally adjusted.

Trends in quoted company finance

UP TO DECEMBER 31, 1967, Statistics Division of the Board of Trade received and analysed the accounts of 307 quoted companies having accounting years ending between April 6, 1966, and April 5, 1967. The spread of accounting dates followed the normal pattern for accounts received during the period with almost two-fifths of the companies having accounting dates ending in June, about a quarter ending in April or May and about one-third ending between July and October.

The figures now given therefore relate to accounting periods running from around the middle of 1966 to around the middle of 1967, (subsequently referred to as '1967'). They are compared with figures for the corresponding periods a year earlier (which are referred to as '1966').

These companies represent about one-seventh of all quoted companies engaged mainly in manufacturing and distribution in the United Kingdom whose accounts are covered by the Board of Trade analysis and about one-eighth of total income and assets. Table A shows how the industrial distribution of assets of the companies covered by the present analysis compares with the industrial pattern of quoted companies as a whole and indicates that vehicles, metal manufacturing, electrical engineering, miscellaneous services and wholesale distribution are over-represented compared with the weight they carry in an annual analysis. On the other hand, the chemical, textile and non-electrical engineering industries are under-represented.

Table A. Industrial distribution of company assets, 1966

£ million
(percentage of total in brackets)

Industry	Net assets in 1966 of companies included in present analysis (313 companies)	Net assets in 1966 of all companies included in annual analysis (1,865 companies)
Vehicles	286 (13)	960 (5)
Metal manufacturing	284 (13)	1,503 (8)
Electrical engineering	256 (12)	1,472 (8)
Drink	231 (10)	1,647 (9)
Miscellaneous services	194 (9)	768 (4)
Wholesale distribution	171 (8)	663 (4)
Retail distribution	168 (8)	1,233 (7)
Chemical and allied	117 (5)	2,638 (14)
Non-electrical engineering	116 (5)	1,309 (7)
Food	66 (3)	855 (5)
Textiles	56 (3)	1,198 (6)
Other industries	279 (13)	4,689 (25)
Total	2,224 (100)	18,934 (100)

Investment grants

Just under half of the companies whose accounts were received up to December 31, 1967, explicitly incorporated investment grants in their accounts. By far the largest number, 82 out of 135, deducted the value of the grants from their expenditure on the relevant fixed assets. If the value of these grants had not been deducted, the value of tangible fixed assets in the balance sheet would have been £14 million higher than shown in Table 1 accompanying this article. In preparing the Sources and Uses of Funds statements at Tables 2 and 3, the value of these grants, amounting to £14 million, has been added back and is included under 'Other capital receipts' and 'Expenditure on tangible fixed assets' respectively. The remaining 53 companies showed their tangible fixed assets at cost before deducting the value of investment grants which are included under reserves or transferred to the profit and loss account. Additions to reserves on account of investment grants

Table 1. Quoted companies – balance sheet summary

Accounts received up to December 31, 1967 — £ thousand

	Manufacturing industries		Manufacturing and distribution, etc.	
Balance sheet at end of year	1966	1967	1966	1967
Number of companies (a)	238	232	313	307
Fixed assets:				
Tangible fixed assets, net	932,789	949,253	1,321,788	1,375,242
Goodwill	63,196	71,273	109,587	119,230
Trade investments	55,615	72,306	71,587	90,948
Investment in unconsolidated subsidiaries	10,358	12,250	11,214	13,168
Total fixed assets, net	1,061,958	1,105,082	1,514,176	1,598,588
Current assets:				
Stocks and work in progress	686,283	683,544	873,351	877,190
Trade and other debtors, etc.	536,609	575,024	701,855	747,336
Investments (other than trade investments)	20,039	20,706	24,947	25,520
of which:				
British government securities	4,925	3,963	5,331	4,289
Loans to local authorities	2,462	2,060	2,639	2,090
Other and unclassified quoted securities	5,939	5,127	9,126	8,778
Unquoted	6,713	9,556	7,851	10,363
Tax reserve certificates	3,895	7,450	4,620	10,150
Treasury bills	—	—	754	247
Cash	95,943	103,583	130,938	139,823
Total current assets	1,342,769	1,390,307	1,736,465	1,800,266
Less Current liabilities:				
Bank overdrafts and loans	140,172	134,825	212,873	207,998
Trade and other creditors, etc.	462,325	473,705	635,142	667,032
Dividends and interest due – gross	44,556	49,109	59,932	67,519
Current taxation	91,388	87,337	118,993	116,619
Total current liabilities	738,441	744,976	1,026,940	1,059,168
Net current assets	604,328	645,331	709,525	741,098
Total net assets	1,666,286	1,750,413	2,223,701	2,339,686
Represented by:				
Future tax reserves	65,027	65,083	82,627	78,933
Long-term loans	198,573	251,195	289,407	352,604
Minority interests in subsidiaries	46,102	48,481	76,291	85,868
Shareholders' interest	1,356,584	1,385,654	1,775,376	1,822,281
of which:				
Ordinary shares	544,584	561,561	700,560	718,595
Preference, etc., shares	84,204	89,653	131,665	137,252
Capital and revenue reserves	711,255	717,593	921,513	941,457
Tax equalization reserve	16,541	16,847	21,638	24,977
Accumulated depreciation on fixed assets	559,546	597,776	721,779	786,302
Contracts for capital expenditure not provided for	76,853	60,210	99,454	77,381

(a) The 1966 figures include companies which were independent in that year but which were acquired in 1967 by another company in the population.

INVESTMENT GRANTS OFFICES

Advice on the working of the investment grants scheme and copies of application forms can be provided by the following offices of the Board of Trade:

BILLINGHAM: Queensway House, West Precinct, Town Centre, Billingham, Co. Durham. Tel.: 0642 53677. Telex: 58608. Answer Back: INGRA BILLHAM.

BOOTLE: St. Peter's House, Stanley Precinct, Bootle 20, Lancashire. Tel.: 051-922 4030. Telex: 627162. Answer Back: INGRA BOOTLE.

CARDIFF: 24-26 Newport Road, Cardiff, CF2 ISY. Tel.: 0222 42611. Telex 49538. Answer Back: INGRA CARDIFF.

GLASGOW: Magnet House, 71 Waterloo Street, Glasgow, C.2. Tel.: 041-221 9833. Telex 77583. Answer Back: BOT GLASGOW.

SOUTHEND: Colman House, Victoria Avenue, Southend-on-Sea, Essex. Tel.: 0702 41341. Telex: 99288. Answer Back: INGRA SOUTHEND.

All requests for information and application forms for computers and ships should be addressed to Southend.

Table 2. Quoted companies – sources of company funds

Accounts received up to December 31, 1967 — £ thousand

	Manufacturing industries		Manufacturing and distribution, etc.	
	1966	1967	1966	1967
Number of companies	238	232	313	307
Sources of funds:				
Proceeds from issue of loan and share capital:				
For cash	28,316	50,877	48,951	61,910
of which:				
Ordinary shares	9,497	11,711	14,648	12,071
Preference, etc., shares	—1,206	5,779	—1,142	5,777
Long-term loans	20,025	33,387	35,445	44,062
In exchange for subsidiaries	36,542	57,103	38,753	57,720
of which:				
Ordinary shares	36,400	37,816	37,779	38,293
Preference, etc., shares	—	468	150	608
Long-term loans	142	18,819	824	18,819
Total receipts from issues	64,858	107,980	87,704	119,630
Increase in short-term credit:				
Increase in amount owing to banks	29,014	—6,031	35,246	—5,464
Increase in trade and other creditors, etc.	47,728	20,712	57,597	40,787
Total increase in short-term credit	76,742	14,681	92,843	35,323
Internal sources: income from trading and other activities:				
Gross trading profit	284,985	244,193	390,146	356,348
Income from trade investments	6,730	10,577	8,750	12,396
Income from other investments	4,946	4,654	6,262	6,360
Prior year adjustments other than tax	963	373	1,303	491
Other capital receipts	2,640	20,169	3,412	21,803
Other income	—251	189	—311	219
Total income from trading and other activities	300,013	280,155	409,562	397,617
Total sources of funds	441,613	402,816	590,109	552,570
Appropriation of trading and other income:				
Depreciation provisions	75,689	79,065	105,639	114,126
Amounts written off	226	140	397	409
Taxation (excluding income tax on dividend distributions in 1967)	104,572	75,774	139,907	104,995
of which:				
Current UK taxation	92,084	64,199	121,359	87,134
Increase in future tax reserves	—577	—342	—120	—1,057
Overseas taxation	15,071	14,847	21,736	22,970
Less Prior year tax adjustments	2,006	2,930	3,068	4,052
Interest on long-term loans	11,301	13,570	17,499	22,088
Dividends – gross (net in 1966):				
Ordinary	47,962	75,669	62,111	101,369
Preference, etc.	2,764	4,585	4,488	7,334
Retained profits and other capital receipts	57,499	31,352	79,521	47,296
Total appropriations of trading and other income	300,013	280,155	409,562	397,617

amounted to about £8 million while transfers to the profit and loss account amounted to just over £1 million.

Selective employment tax

Another special factor affecting the figures under review is that the start of selective employment tax payments at the end of 1966 preceded the start of the payment of refunds in 1967. Companies' profits will have been affected differently according to whether or not they were entitled to premiums, and whether or not tax payments were debited as they were made. The probable effect of the timing of payments and refunds in '1967' was to reduce profits, so contributing to the reduction as compared with the previous year which is discussed below.

Profits and turnover

Sixty-six companies, representing about 21 per cent of all companies reporting during this period, provided figures of turnover in their accounts, their trading profits accounting for about 62 per cent of the total for all companies included in the present analysis. Excluding two companies which did not include comparable figures for 1966, the turnover of the remaining 64 companies rose by only about 0.8 per cent (from £2,643 million to £2,663 million) between 1966 and 1967, while at the same time profits of the same companies fell by 5.5 per cent (from £235 million to £222 million). These figures imply a fall in the margin of profits to turnover of about 0.6 per cent from 8.9 per cent in 1966 to 8.3 per cent in 1967.

Forty-two of the companies giving turnover figures were in manufacturing industry and for these companies, turnover fell by 1.2 per cent (from £1,879 million in 1966 to £1,856 million in 1967). In the same period trading profits at £152 million were 13.1 per cent below the figure for the previous year, implying a fall in the margin of profits to turnover from 9.3 per cent in 1966 to 8.2 per cent in 1967. The main contributory factor to the fall in both turnover and trading profits of these 42 companies in manufacturing industry was the inclusion of the figures for British Motor Holdings whose profit margin for 1967 was significantly less than for a year earlier. If this company's results are excluded the turnover of the 41 companies remaining shows an increase of 2.6 per cent between 1966 and 1967 and trading profits of the same companies are only fractionally lower than in the previous year (£143.1 million compared with £143.6 million), implying a fall in the margin of profits to turnover from 10.6 per cent in 1966 to 10.3 per cent in 1967.

The 22 companies in the construction, distribution and service trades which provided figures for turnover in their accounts for 1967 received during the last quarter of 1967 recorded sharp increases in both turnover and trading profits between 1966 and 1967 of 5.7 per cent and 16.4 per cent respectively, which resulted in an increase in the margin of profits to turnover from 7.8 per cent in 1966 to 8.6 per cent in 1967.

Company income

Gross trading profits of the 307 companies included in the present analysis fell sharply compared with the previous year and at £356 million were some 9 per cent lower than for the same companies in 1966. This substantial fall compares with an increase of about 1 per cent over the previous year for those companies reporting in the third quarter of 1967. Companies in manufacturing industry showed an even greater fall in profits and, at £244 million (£285 million in 1966), were down by 14 per cent on the previous year. One of the reasons for this substantial fall in profits of companies in manufacturing industry (and of companies as a whole) was the low profits in 1967 of the motor industry (especially the largest quoted manufacturer, British Motor Holdings), as a result of which trading profits of the vehicle industry declined from £46 million in 1966 to £13 million in 1967, a fall of 72 per cent.

The present analysis shows that of the 22 broad industry groups for which separate figures are calculated only five recorded increased trading profits compared with a year earlier. These were, miscellaneous services (up by 15 per cent), chemicals (up by 14 per cent), food (up by 7 per cent), drink (up by 6 per cent) and non-electrical engineering (up by 6 per cent). In addition to the vehicle industry six industries showed a fall in profits compared with the previous year, and 10 industries showed no change.

Gross trading profits for all companies as estimated quarter by quarter by the Central Statistical Office for the 12 months ending in June, 1967 (the most nearly corresponding figures to those in the accounts covered by the present analysis) were slightly more than 4 per cent lower than in the previous 12 months.

Gross income (trading profits plus investment and other income) for companies included in the present analysis fell by about 7 per cent from £406 million in 1966 to £376 million in 1967. The accounts of these companies no longer reflected to any significant extent the transitional arrangements for the treatment of income tax on dividends introduced by the Finance Act, 1965; in 1967, the gross cost of a dividend was generally borne by the company, the net amount being paid to shareholders and the tax due thereon remitted direct to the Inland Revenue. Except in isolated cases (accounting for dividend distributions, net, of £0.2 million) dividend payments were shown gross of tax in accounts, and dividend distributions for 1967 in Table 2 accompaning this article are therefore shown gross. However, dividend distributions for the same companies a year earlier (which were shown partly gross of income tax and partly net in their accounts for 1966, depending on whether the payment had been made before April 6, 1966, or subsequently) were calculated net of income tax in the analysis for 1966, the tax thereon being included under taxation. Thus, in Table 2, of the £67 million dividends (net) in 1966, £43 million was paid after April 6, 1966, and the income tax payable thereon (£30 million) added to taxation. The balance of £24 million was paid prior to April 6, 1966, and since no income tax was payable thereon, retained profits were inflated by some £17 million.

(Continued on next page)

QUOTED COMPANY FINANCE, *continued*

To show more clearly the change in the appropriation of income between 1966 and 1967 for the companies covered in this analysis, the figures included in Table 2 have been set out below in greater detail, showing what allowance must be made for tax and other changes. Capital receipts, principally investment grants, which have largely replaced the previous system of capital allowances, are also shown.

Appropriation of income and capital receipts

£ million

	1966		1967	
Gross income	406		376	
Depreciation provisions and amounts written off	106		115	
Tax appropriations	140		105	
of which:				
Income tax on dividend distributions		(30)		(—)
Other taxation		(110)		(105)
Interest on long-term loans	17		22	
Dividend distributions	67		109	
of which:				
Net dividends		(67)		(64)
Income tax on dividend distributions		(—)		(45)
Retained profits	76		25	
of which:				
Income tax retained on dividend distributions		(17)		(—)
Other retentions		(59)		(25)
Other capital receipts	3		22	
5 of which:				
Investment grants		(—)		(22)
Other capital receipts		(3)		(—)

Dividend distributions (gross) were 4 per cent lower than a year earlier (£109 million compared with an estimate on a comparable gross basis of £114 million), and represented 29.0 per cent of gross income in 1967 compared with 28.1 per cent for the same companies in 1966. Depreciation provision again increased and at £114 million were 8 per cent higher than in the previous year (£106 million). They also represented an appreciably higher proportion of gross income in 1967 (30.3 per cent compared with 26.1 per cent). Long-term loan interest rose sharply from £17 million in 1966 to £22 million in 1967, an increase of 29 per cent, and amounted to 5.9 per cent of gross income compared with 4.2 per cent for the same companies a year earlier. Tax appropriations in 1967 amounted to 27.9 per cent of gross income, which was only slightly higher than the figure for 1966 (on a comparable basis). As had also been the case throughout 1966, retained profits in respect of the companies whose accounts for 1967 are included in this analysis were well below the level of the previous year both in absolute terms and proportionately. One of the factors contributing to these changes was the introduction of investment grants.

Company expenditure

Expenditure of those companies included in the present analysis fell by 15 per cent compared with 1966. In addition to a marked fall in net expenditure on the acquisition of subsidiaries which reflects the disposal of Tube Investments of its steel interests, the reduced rate of company expenditure was principally reflected in the continuing fall in the level of stockbuilding.

Although, as already stated, there was a marked fall in *net* expenditure on the acquisition of subsidiaries by companies reporting in the fourth quarter of 1967 (£22 million in 1967 as against £60 million in 1966) the process of amalgamation into larger units continued, as is shown by the figure of £58 million for the issue of shares and long-term loans in connection with the acquisition of subsidiaries. Almost 90 per cent of this expenditure was accounted for by the three large acquisitions – of Qualcast by Birmid Industries (for £26 million), of Jaguar Car by British Motor Holdings (for £17 million) and of the Grade Organisation by EMI for £9 million.

The downward trend in the level of stockbuilding which began in the accounts for 1965 analysed in the third quarter of 1966 continued and deepened and at £15 million was £52 million below the figures for the same group of companies in 1966.

There was a share rise in the level of expenditure on trade investments which increased from £7 million in 1966 to £17 million in 1967. Net trade and other credit extended increased slightly to £14 million (£12 million in 1966), a decrease of £15 million in additional credit extended being more than offset by the decrease of £17 million in additional credit received.

The apparent increase in expenditure on tangible fixed assets of about 3 per cent (from £194 million in 1966 to £200 million in 1967) was mainly due to the inclusion for the first time in the figure for 1967 of the value of investment grants shown in the account received up to December 31, 1967, as a deduction from the expenditure on the relevant fixed asset. If the figure for 1966 had also included the value of such grants, expenditure on tangible fixed assets would have been at about the same level in both years.

A significant feature of the accounts for 1967 included in the present analysis was an increase of £14 million in liquid assets (cash and other short term assets) compared with a run-down of £12 million in 1966.

The financing of expenditure

Despite the fall in total expenditure between 1966 and 1967 of companies included in the present analysis, the lower level of internally generated funds by way of retained profits and depreciation provisions at £139 million in 1967 compared with £182 million in 1966 (which however included £17 million of income tax retained on dividends paid before April 6, 1966), and a decrease of £5 million in the amount owing to banks, compared with an increase of £35 million a year earlier, made it again necessary for companies to obtain additional outside finance. Over and above the shares and long-term loans issued as consideration for the acquisition of subsidiaries, companies raised an additional £62 million from the issue of shares and long-term loans, an increase of more than 26 per cent over the previous year. However, within this overall figure proceeds from the issue of ordinary shares fell slightly from over £14½ million in 1967 to about £12 million in 1966, a fall of over 17 per cent. In contrast, issues of long-term loans and preference shares together rose by 45 per cent from just over £34 million in 1966 to almost £50 million in 1967.

Contracts for capital expenditure not provided for in the accounts at about £77½ million were about 22 per cent lower than in the previous year (£99½ million in 1966); this continues the downward trend which first become apparent in respect of the accounts for 1966 received during the second quarter of 1967. Of the 22 broad industry groups for which separate figures are prepared, 15 recorded falls of between £0.1 million and £5.8 million in the value of contracts for capital expenditure not provided for in the accounts, four showed increases ranging from £0.1 million to £2.2 million, and for three industry groups the figure was unchanged in the two years.

Notes: Table 1-3 present the first analysis of accounts for the 'year' 1967 (with comparable figures for 1966) based on accounts received by the Board of Trade up to the end of December 1967. The figures are not quarterly in the sense of representing experi-

Table 3. Quoted companies – uses of company funds

Accounts received up to December 31, 1967 — £ thousand

	Manufacturing industries		Manufacturing and distribution, etc.	
	1966	1967	1966	1967
Number of companies	238	232	313	307
Uses of funds:				
Payments out of income:				
Taxation payments	81,092	79,932	106,170	107,753
Dividend distributions – gross (net in 1966)	58,478	76,407	75,955	101,873
Interest on long-term loans	11,234	13,052	17,367	21,544
Total payments out of income	150,804	169,391	199,492	231,170
Expenditure on fixed assets, etc.:				
Tangible fixed assets	130,288	133,095	193,804	199,888
Adjustments due to consolidation	—3,887	—6,137	—5,429	—7,358
Intangible assets	1,181	—1,909	1,222	—245
Trade investments	6,222	16,830	7,082	16,791
Acquisition of subsidiaries	54,138	18,120	59,778	21,547
of which:				
By issue of shares and loans	36,542	57,103	38,753	57,720
By cash	17,596	—38,983	21,025	—36,173
Other expenditure on capital account	6,023	3,694	9,299	6,270
Total expenditure on fixed assets, etc.	193,965	163,693	265,756	236,893
Increase in current assets, etc.:				
Increase in stocks	59,539	8,926	67,000	15,246
Increase in trade and other debtors, etc.	56,245	48,615	69,678	55,205
Increase in liquid resources	—18,940	12,191	—11,817	14,056
of which:				
Tax reserve certificates	—2,506	3,555	—2,464	5,219
Other investments	—6,899	708	—6,321	306
Cash, etc.	—9,535	7,928	—3,032	8,531
Total increase in current assets	96,844	69,732	124,861	84,507
Total uses of funds	441,613	402,816	590,109	552,570

ence during the quarter; a company's accounts relate to a year's experience and the average period reflected in an aggregation of company accounts will depend on the spread of accounting dates represented by the accounts. In general, accounts received in a later quarter represent annual experience centred on a later date than those received in an earlier quarter; but since there is a seasonal pattern in industrial accounting dates, comparisons between figures published in successive quarters will reflect these seasonal factors as well as the underlying trend. There is also great variability in experience between companies and this can influence the comparisons between figures for different quarters.

The companies included are those with assets of £0.5 million or more, or income of £50,000 or more, whose shares were quoted on a United Kingdom stock exchange at the end of 1964 and which are mainly engaged in the United Kingdom in manufacturing, distribution, construction, transport and certain other services. Companies whose main interests are in agriculture, shipping, insurance, banking, finance and property, and those operating wholly or mainly overseas, are not included. Wherever possible the accounts used in the analysis are the consolidated accounts of groups of companies, including the balance sheet and the profit and loss accounts of subsidiary companies within each group.

The statistics are not therefore confined to activities in the United Kingdom since over one quarter of the companies are known to have subsidiaries operating overseas whose accounts are consolidated with those of the group. The 1966 figures include companies which were independent in that year but which were acquired in 1967 by another company in the population.

Because of rounding, the total of a row or column may not be exactly equal to the sum of its components.

Detailed figures corresponding to those in the tables accompanying this article for each of 22 industry groups will be published in the next issue of the Ministry of Labour's 'Statistics on Income, Prices, Employment and Production'.

Changes in presentation

The tables in the present article reflect the revised system of analysis applied to accounts for 1964 and later years. The main alterations to the headings shown in this and previous articles are described in the *Board of Trade Journal* of November 4, 1966, page 1140.

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Overdrafts of the nationalized industries

THE TREASURY announce that the total bank overdrafts of the nationalized industries at January 17, 1968, amounted to £161.1 million, of which £143.5 million was from the Clearing Banks and £17.6 million from the Scottish Banks.

The Bankruptcy Acts, 1914 and 1926

THE NUMBER of Receiving Orders and Administration Orders in Bankruptcy (deceased debtors' estates) in the High Court and in the County Courts having bankruptcy jurisdiction in England and Wales, made in the quarter ended December 31, 1967, and also the total number of Deeds of Arrangement registered during the same period are as follows:

Receiving Orders and Orders of Administration	
High Court	221
County Courts	739
Total	960
Deeds of Arrangement	
Total number registered	39

The above information was published in greater detail, with an analysis of the bankruptcies in the respective Courts, in the *London Gazette* dated January 23, 1968.

Over 2·5 million foreign visitors to Britain in first eleven months of 1967

MORE THAN 2,578,000 foreign visitors came to Britain in the first 11 months of 1967, reports the British Travel Association, Britain's official tourist organization. This was a rise of 215,000 (9 per cent) on the same period of record-breaking 1966.

A BTA spokesman revealed these figures when he announced that over 122,000 foreign tourist visitors came to Britain in November. This was an increase of 17,000 over the same month in 1966. Visitors from European countries in November numbered 78,000. This was a rise of more than 10,000 on the month and brought total European arrivals in the first 11 months of the year to 1,555,000 – an increase of 122,000 (8 per cent) on the period. United States visitors in November numbered nearly 32,000, which was an increase of more than 4,000 on the month and brought the total number of United States arrivals in the first 11 months to 808,000 – a rise of 81,000 (11 per cent) on the period.

The British Travel Association spokesman added that final details of the numbers of tourist arrivals from British Commonwealth countries during the first 11 months of 1967 were not yet available. It was estimated that these were also considerably higher than in the same period of the record-breaking previous year.

Registrations of British and foreign films

The following are details of films registered by the Board of Trade under the Films Acts 1960 to 1966 during the week ended Friday, January 26, 1968.
Br/E indicates that the film is a British quota film.

Title of Film	Registered No.	Playing Time Minutes	Date of Registration	Registered in the name of	Maker's name
BRITISH					
Assignment K	Br/E 32968	97	January 22	Columbia Pictures Corp. Ltd.	Mazurka Productions Ltd.
Her Private Hell	Br/E 32969	84	January 23	Richard Schulman Entertainments Ltd.	Piccadilly Pictures Ltd.
The Tortoise and the Hare	Br/E 32973	32	January 25	B.H.E. Distributors Ltd.	Cammel Hudson and Brownjohn Associates Ltd.
Dutchman	Br/E 32975	56	January 26	Planet Film Distributors Ltd.	Kaitlin Productions Ltd.
Half a Sixpence	Br/E 32976	147	January 26	Paramount Film Service Ltd.	Paramount Film Service Ltd.
Movietone News 2015	Br/E 32847	7	January 26	Twentieth Century-Fox Film Co. Ltd.	British Movietonews Ltd.
Movietone News 2015A	Br/E 32848	7	January 26	" "	" "
Pathe News 68-7	Br/E 32899	7	January 26	Warner-Pathe Distributors Ltd.	Associated British-Pathe Ltd.
Pathe News 68-8	Br/E 32900	8	January 26	" "	" "
FOREIGN					
The Tiger Makes Out	F 32966	95	January 22	Columbia Pictures Corp. Ltd.	Elan Productions Inc.
Grand Slam	F 32967	120	January 22	Paramount Film Service Ltd.	Jolly Films, Rome.
Valley of the Dolls	F 32970	123	January 24	Twentieth Century-Fox Film Co. Ltd.	Twentieth Century-Fox Film Corp.
Deadly Roulette	F 32971	90	January 25	Rank Film Distributors Ltd.	Universal International Films Inc.
The Secret War of Harry Frigg	F 32972	110	January 25	" "	" "
Sherlock Holmes and the Deadly Necklace	F 32974	86	January 25	Ranworth Film Services Ltd.	Gloria Films, Munich.
Hostile Guns	F 32977	77	January 26	Paramount Film Service Ltd.	A. C. Lyles Productions Inc.

SHIPPING MOVEMENT AT UNITED KINGDOM TRADE PORTS

Foreign and coastal trade movement during August, 1967

IN THE FOREIGN trade the total net registered tonnage of cargo entering and clearing United Kingdom ports during August 1967, amounted to 17,624 thousand nrt and for the first eight months of the year 122,972 thousand nrt. These figures show increases of 6 per cent and 11·5 per cent respectively over the same periods of 1966. Commonwealth vessels accounted for 8,485 thousand nrt during August and 54,858 thousand nrt during the first eight months of 1967.

In the coasting trade the total net registered tonnage of arrivals and departures with cargo declined by 9·6 per cent during August 1967 and showed an increase of 6 per cent over the first eight months compared with 1966.

Readers are reminded that the seamen's strike began on May 16, 1966, continuing throughout the month of June; consequently this should be borne in mind when comparing the figures for 1966 with the corresponding period of 1967.

Note: Net registered tons (nrt)

The net registered tonnage is the measure of the size of a vessel and is normally used in the assessment of light, port and dock dues in the United Kingdom. It is obtained by deducting from the gross register tonnage an allowance for the area occupied by machinery, bunkers, water ballast and crew space.

Definitions:

(1) The foreign trade statistics relate to voyages direct from any port abroad to a port in the United Kingdom, or vice versa, or from one port to another in the United Kingdom, so long as the vessel has on board cargo shipped abroad, or shipped in the United Kingdom for discharge abroad, or passengers from or for a port outside the United Kingdom.

The coasting trade statistics include vessels carrying only coastwise cargo or passengers from port to port in the United Kingdom, and vessels moving between these ports without at the time having on board cargo or passengers from or for a port abroad. For example, the coastwise movement in ballast includes foreign trade vessels which, having completed the discharge of cargo or passengers from abroad at one United Kingdom port, proceed coastwise to another port to load for the return voyage.

(2) Cargo figures relate to vessels which load or unload merchandise, bullion, specie or mail, except those loading or unloading only Government stores, bunkers or ship's stores.

(3) Ballast figures relate to all vessels other than those defined in (2) and include vessels loading or unloading only Government stores, bunkers, ship's stores or passengers.

(4) Vessels in the foreign trade, calling during the course of a single voyage at more than one port of the United Kingdom, are recorded as entered and cleared at one port only, but as arrived and departed at each port.

Table 1. Shipping movements at United Kingdom ports

Foreign Trade	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign	Number of Vessels	Total	United Kingdom	Other (1) Commonwealth	Foreign
		Thousand Net Tons					Thousand Net Tons			
		Entered					Cleared			
With cargo: Month of August 1966	6,634	10,539	4,245	245	6,049	4,787	6,065	2,870	173	3,022
Month of August 1967	6,985	11,014	4,639	251	6,124	5,268	6,610	3,434	161	3,015
Eight months ending August 1966	42,722	72,089	26,577	1,494	44,018	34,250	38,061	16,699	1,224	20,138
Eight months ending August 1967	48,305	79,594	30,969	1,713	46,912	37,108	43,378	21,009	1,167	21,202
In ballast: Month of August 1966	2,367	3,667	1,732	48	1,886	4,198	8,477	3,213	110	5,154
Month of August 1967	2,171	2,965	1,459	37	1,469	3,894	7,510	2,687	93	4,730
Eight months ending August 1966	12,651	18,214	7,760	332	10,123	22,240	54,882	18,441	890	35,550
Eight months ending August 1967	12,560	18,520	8,495	297	9,728	23,830	54,799	18,450	756	35,592

(1) Includes Irish Republic and South Africa.

Monthly Digest of Statistics

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Table 2. Foreign trade entrances and clearances with cargo

	Entered				Cleared			
	August		Eight months Ended August		August		Eight months ended August	
	1966	1967	1966	1967	1966	1967	1966	1967
Nationality of vessels	Number of Vessels							
United Kingdom	2,005	2,291	11,535	14,331	1,662	1,967	9,696	12,041
Other Commonwealth	157	200	1,096	1,199	173	158	1,244	1,090
Foreign	4,472	4,494	30,091	32,775	2,952	3,143	23,310	23,977
Total	6,634	6,985	42,722	48,305	4,787	5,268	34,250	37,108
Commonwealth (1)	Thousand net tons							
Registered in United Kingdom	4,245	4,639	26,577	30,969	2,870	3,434	16,699	21,009
Registered in Canada	—	—	7	4	—	—	14	3
Registered in other countries	245	251	1,487	1,709	173	161	1,210	1,164
Soviet	101	116	609	817	24	25	304	174
Finnish	86	83	574	623	27	25	266	281
Swedish	496	570	3,100	3,778	222	305	1,355	1,883
Norwegian	1,416	1,230	9,975	9,973	636	586	3,897	3,854
Danish	285	378	2,324	2,305	216	228	1,373	1,610
Polish	20	35	163	205	9	10	84	90
German (Federal Republic)	462	463	3,174	3,787	215	244	1,919	2,109
Dutch	815	637	5,262	5,084	554	389	3,611	3,291
Belgian	232	269	1,698	1,823	245	284	1,358	1,532
French	501	507	3,431	2,959	363	353	2,084	1,821
Spanish	41	53	431	412	40	52	420	433
Italian	196	157	1,203	1,171	19	8	124	183
Yugoslav	20	18	78	181	7	14	51	72
Greek	138	167	1,369	1,557	60	78	565	538
United States of America	266	277	1,626	1,827	178	232	1,318	1,469
Panamanian	112	204	1,211	1,512	9	9	221	262
Liberian	671	783	6,173	7,066	50	22	390	564
Other	191	177	1,618	1,828	148	150	799	1,036
Total foreign	6,049	6,124	44,018	46,912	3,022	3,015	20,138	21,202
TOTAL	10,539	11,014	72,089	79,594	6,065	6,610	38,061	43,378
Trading areas:								
Irish Republic	675	781	3,065	3,689	700	724	3,321	3,686
Northern Europe (Foreign)	2,828	2,951	17,329	20,496	2,108	2,246	14,120	16,331
Europe (Atlantic) and Western Mediterranean Countries	1,404	1,843	8,347	10,309	984	1,496	5,624	7,287
Central and Eastern Mediterranean Countries	1,115	406	8,775	6,664	144	161	1,135	1,296
West and South Africa	766	418	5,223	5,313	242	233	1,778	1,847
East Africa, Persian Gulf, India	1,166	1,525	9,852	12,278	207	144	1,588	1,572
Eastern Asia and Islands in the Pacific	202	246	1,749	1,973	192	249	1,485	1,853
Australasia	211	230	2,542	2,307	124	128	1,219	1,222
North America (Atlantic Coast)	1,482	1,703	8,157	8,575	1,048	854	5,626	5,789
West Indies and Central America (Atlantic Coast)	485	692	5,192	6,160	208	261	1,301	1,563
South America (Atlantic Coast)	165	151	1,221	823	82	83	531	427
South and Central America (Pacific Coast)	14	16	173	180	20	7	112	156
North America (Pacific Coast)	11	44	383	768	5	22	219	341
Other areas	17	7	81	59	1	2	4	11
Total Commonwealth Countries (1)	2,883	2,237	20,736	20,524	1,642	1,576	9,705	9,910
Total Foreign Countries	7,655	8,777	51,353	59,070	4,422	5,035	28,357	33,468
TOTAL	10,539	11,014	72,089	79,594	6,065	6,610	38,061	43,378

Table 3. Foreign trade arrivals and departures at principal ports

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	10	11	30	23	38	69	14	24	44	23	39	57
Bristol	2,642	2,528	1,191	2,720	2,592	1,234	336	366	383	2,672	2,476	1,088
Cardiff	941	1,076	517	1,233	1,266	634	329	420	243	1,327	1,162	567
Dover	2,683	4,356	3,315	6,514	8,046	6,454	2,484	4,293	3,064	6,439	7,882	6,305
Falmouth (inc. Truro)	54	28	19	946	633	181	42	27	18	1,332	921	205
Folkestone	504	373	286	823	837	597	405	464	343	728	823	586
Grimsby (inc. Immingham)	2,229	2,356	2,172	2,514	2,599	2,345	831	916	790	2,370	2,717	2,401
Harwich	3,313	4,321	3,178	3,531	4,538	3,358	3,396	4,270	3,076	3,568	4,511	3,304
Holyhead	994	1,379	899	1,077	1,452	932	1,009	1,366	897	1,086	1,442	945
Hull	3,158	3,628	2,992	3,360	3,905	3,254	1,352	1,890	1,992	3,301	3,689	3,186
Lancaster	177	174	25	189	181	49	44	13	22	156	247	56
Liverpool	9,809	9,675	3,802	11,406	11,335	4,372	4,452	4,550	2,604	11,610	11,165	4,151
London	19,097	20,824	10,012	24,085	25,359	11,902	9,376	9,631	6,879	23,786	24,083	12,091
Manchester (inc. Runcorn)	3,810	3,980	1,951	4,005	4,181	2,197	1,127	1,183	1,367	3,634	3,647	2,202
Middlesbrough	1,996	2,372	1,079	2,536	3,094	1,468	1,200	1,371	969	2,800	3,095	1,538
Milford Haven	4,731	5,052	367	5,261	5,781	684	658	936	249	5,013	5,559	586
Newhaven	561	627	674	605	637	692	542	620	667	574	629	688
Newport (Mon.)	977	832	464	1,313	1,235	680	639	659	629	1,446	1,295	789
Plymouth	215	216	370	291	348	618	296	125	313	495	324	600
Southampton	10,469	11,570	2,281	12,944	13,945	2,851	4,943	5,601	1,915	13,328	14,239	2,816
Swansea	381	445	280	1,210	1,302	818	1,139	1,318	910	1,448	1,600	1,005
Tyne Ports	1,654	1,664	1,292	2,294	2,396	1,610	1,105	1,042	718	2,731	2,683	1,563
Glasgow	3,476	3,264	994	3,923	3,756	1,151	1,660	1,613	641	4,087	4,222	1,209
Grangemouth	836	981	857	1,112	1,355	1,035	878	913	713	1,265	1,281	996
Greenock	210	225	56	1,508	840	153	40	171	37	1,455	798	124
Leith	559	570	789	651	643	830	207	213	462	569	757	750
Belfast	1,343	1,343	812	1,506	1,456	925	299	250	320	1,107	1,545	788
Other Ports	5,845	6,579	12,566	7,341	8,375	16,141	3,215	3,973	9,422	7,277	8,197	16,301
TOTAL	82,677	90,449	53,270	104,921	112,125	67,234	42,020	48,218	39,687	105,628	111,026	66,897

(Continued on next page)

Table 4. Coasting trade arrivals and departures at principal ports

Port	Arrived						Departed					
	With cargo			With cargo and in ballast			With cargo			With cargo and in ballast		
	1966	1967		1966	1967		1966	1967		1966	1967	
	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels	1,000 net tons	1,000 net tons	No. of vessels
Blyth	5	4	25	934	783	1,091	928	781	1,074	941	804	1,105
Bristol	996	983	667	1,454	1,340	2,372	587	397	1,407	1,507	1,391	2,563
Cardiff	413	344	429	944	729	1,506	236	137	467	854	704	1,536
Cowes	1,408	1,492	7,030	2,941	3,303	14,953	1,319	1,421	6,468	3,261	3,294	14,923
Falmouth	117	82	141	671	651	500	83	77	261	195	322	454
Hartlepool	37	39	96	264	358	503	212	287	338	293	342	443
Hull	749	683	292	1,281	1,059	866	574	384	444	1,164	1,118	891
Immingham	540	447	116	1,119	1,181	645	861	674	465	1,288	1,027	609
Lancaster	848	991	662	991	1,128	1,020	961	892	929	1,141	1,048	974
Liverpool	1,862	1,770	1,972	2,686	2,514	2,934	1,744	1,861	2,156	2,803	3,062	3,139
London	4,502	4,507	3,484	5,921	6,154	5,807	1,805	1,678	1,979	6,550	6,262	5,450
Manchester	844	817	486	1,197	1,107	1,199	562	511	681	1,161	1,131	1,207
Middlesbrough	322	270	254	866	883	996	250	254	512	665	659	867
Milford Haven	194	290	69	2,535	2,152	1,116	2,665	2,426	1,186	2,806	2,552	1,247
Newport (Mon.)	273	210	889	439	351	1,046	8	8	27	303	239	938
Portsmouth	253	269	1,258	2,214	2,197	9,432	54	56	592	2,174	2,175	9,365
Preston	710	714	1,433	776	784	1,598	666	695	1,367	805	820	1,662
Southampton	2,134	2,179	7,362	3,976	4,307	9,257	3,391	3,835	7,844	3,898	4,314	9,328
Sunderland	119	127	149	940	959	1,095	757	744	841	900	879	1,039
Swansea	122	156	270	1,149	1,303	2,623	775	801	2,042	884	1,011	2,411
Tyne Ports	501	414	109	2,146	2,164	1,456	969	1,065	1,057	1,728	1,917	1,542
Glasgow	841	1,001	771	1,313	1,557	1,183	518	552	644	1,243	1,036	1,090
Belfast	3,977	4,479	5,097	4,150	4,770	5,580	3,234	4,038	4,142	4,206	4,988	5,777
Other Ports	8,285	9,700	20,293	11,789	13,249	31,234	5,731	6,956	12,660	11,549	12,960	30,887
TOTAL	30,053	31,970	53,354	52,775	54,983	100,012	28,889	30,535	49,583	52,318	54,055	99,447

Table 5. Shipping movements at United Kingdom ports

Coasting Trade – Great Britain		Arrived				Departed			
		No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons	No. of vessels	Total '000 net tons	Commonwealth (a) '000 net tons	Foreign '000 net tons
With cargo:	Month of August 1966	6,701	3,822	3,022	800	6,446	3,716	2,960	756
	Month of August 1967	6,356	3,442	2,857	585	6,099	3,343	2,732	611
	Eight months ending August 1966	44,942	25,564	19,123	6,441	42,984	25,422	18,651	6,770
	Eight months ending August 1967	46,975	26,958	21,638	5,320	44,710	26,267	20,758	5,509
In ballast:	Month of August 1966	7,133	3,337	2,788	549	7,408	3,373	2,864	509
	Month of August 1967	6,771	2,827	2,323	505	6,897	2,810	2,366	445
	Eight months ending August 1966	44,078	22,512	17,123	5,389	46,685	22,155	17,388	4,767
	Eight months ending August 1967	46,058	22,692	17,761	4,931	47,480	22,245	17,798	4,447
Coasting Trade – United Kingdom									
With cargo:	Month of August 1966	7,764	4,624	3,692	932	7,236	4,378	3,520	858
	Month of August 1967	7,172	4,159	3,443	715	6,773	3,980	3,270	709
	Eight months ending August 1966	51,304	30,053	22,804	7,249	47,389	28,889	21,507	7,382
	Eight months ending August 1967	53,354	31,970	25,795	6,175	49,583	30,535	24,230	6,305
In ballast:	Month of August 1966	7,191	3,369	2,816	553	7,786	3,571	3,019	552
	Month of August 1967	6,851	2,876	2,370	507	7,146	2,932	2,476	457
	Eight months ending August 1966	44,575	22,722	17,267	5,455	49,382	23,428	18,391	5,037
	Eight months ending August 1967	46,658	23,013	18,039	4,974	49,864	23,520	18,837	4,683

(a) Commonwealth and Irish Republic.

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Operating and traffic statistics of the United Kingdom airways corporations and private companies, October 1967

Scheduled services

IN OCTOBER 9 per cent more passengers were carried by United Kingdom airlines than a year earlier. In the second and third quarter the number was about the same as in the same six-month period of 1966. The annual rate of growth in recent years has been about 12 per cent a year. BOAC carried 12 per cent more passengers than in October 1966, after a 6 per cent increase in the previous six months. For BEA in October there was an 11 per cent increase; in April-September the number of passengers was about the same as a year earlier. Passengers carried by independent airlines were 4 per cent more in October compared with a year earlier after being 3 per cent less in the previous six months.

The industry offered 10 per cent more seat miles than a year ago; capacity has continued to increase over the past year despite the setback in traffic. In the middle quarters of 1967 the increase, compared with a year earlier, was 9 per cent.

In the same period overall aircraft miles flown were 5 per cent higher.

Freight traffic in October was 2 per cent less than in October 1966 and 5 per cent more than in October 1965. While comparisons between 1966 and 1967 are difficult to make because of the effects of the seamen's strike, the return of the weight of cargo carried by air to amounts near to those moved two years earlier shows the sharp break that has occurred in the rapid expansion of air freight.

Non-scheduled services

Capacity ton miles flown were 3 per cent more than October 1966, while the increase for the period January-October 1967 was 1 per cent.

	TOTAL		BOAC		BEA		PRIVATE COMPANIES	
	Oct. 1967 (1)	Per cent change on Oct. 1966	Oct. 1967 (1)	Per cent change on Oct. 1966	Oct. 1967	Per cent change on Oct. 1966	Oct. 1967	Per cent change on Oct. 1966
Scheduled services:								
Aircraft miles flown ('000)	12,428	+ 7·1	5,683	+11·2	4,793	+ 8·5	1,952	— 5·8
Passengers carried (No.)	968,983	+ 9·3	120,520	+11·7	637,238	+10·8	211,225	+ 4·0
Passenger miles ('000)	708,164	+10·7	415,109	+12·7	236,930	+ 9·7	56,125	+ 1·3
Available seat miles ('000)	1,244,172	+10·3	733,911	+14·1	393,181	+ 7·3	117,080	— 0·8
Passenger load factor %	56·9	56·7(2)	56·6	57·3(2)	60·3	59·0(2)	47·9	46·9(2)
Freight carried (short tons)	26,924	— 2·0	4,062	+ 9·2	11,197	+16·1	11,665	—17·4
Mail carried (short tons)	1,895	— 0·3	553	+ 5·9	1,265	— 3·8	77	+20·3
Load short ton miles ('000)	97,090	+11·7	62,317	+14·2	26,885	+10·3	7,888	— 1·6
Capacity short ton miles ('000)	176,430	+ 9·3	115,105	+12·4	46,157	+ 6·0	15,168	— 2·3
Overall load factor%	55·0	53·9(2)	54·1	53·3(2)	58·2	55·9(2)	52·0	51·6(2)
Non-scheduled services:								
Aircraft miles flown ('000)	4,154	+ 1·5	213	—30·6	275	— 3·2	3,666	+ 4·7
Capacity short ton miles ('000)	44,634	+ 2·9	3,565	— 4·1	3,119	— 2·1	37,950	+ 4·0
Passengers carried (No.)	174,148	..	1,549(3)	..	7,983	..	164,616	..

(1) October 1-28, 1967.
(2) 1966 actual load factors.
(3) Excludes passengers carried by BOAC for foreign operators.

Aircraft noise at Heathrow airport, London

MONITORING THE noise of departing turbo jet engined aircraft and of the height of arriving aircraft at Heathrow continued during the third quarter of 1967; the results are set out below together with comparable figures for the same period in the previous four years.

Departing aircraft

17,573 jet aircraft day departures were monitored by the Board's Noise Monitoring Unit during the quarter. Of these 0.1 per cent exceeded the permitted daytime noise level of 110 perceived noise decibels. 1,337 jet aircraft night departures were monitored, and of these 0.3 per cent exceeded the permitted noise level of 102 perceived noise decibels.

Comparable figures for the third quarter of the previous four years are given in the following table:

Year	Day Departures Monitored	Percentage Infringements	Night Departures Monitored	Percentage Infringements
1963	9,208	1·1	1,379	0·7
1964	10,802	0·5	1,635	0·9
1965 3rd quarter	10,014	1·1	1,528	2·0
1966	14,776	0·7	1,410	2·1
1967	17,573	0·1	1,337	0·3

Arriving aircraft

During the same quarter 1,601 aircraft were monitored by radar during their approach to the runway to check whether they came below the correct approach angle of 3°; 0.1 per cent did so. Comparable figures for the previous years are as follows:

Year	Approaching Aircraft Monitored	Percentage Infringements
1963	1,669	1·8
1964	1,055	0·4
1965 3rd quarter	1,863	0·4
1966	1,403	0·8
1967	1,601	0·1

Note:

Variations in the level of infringements are not a guide to changes in the overall noise disturbance. Apart from the general increase in traffic, the figures give no indication as to whether the aircraft that did not infringe the limits (i.e. all but a very small proportion) were, in fact, noisier or quieter than in previous years.

Car and commercial vehicle production in December

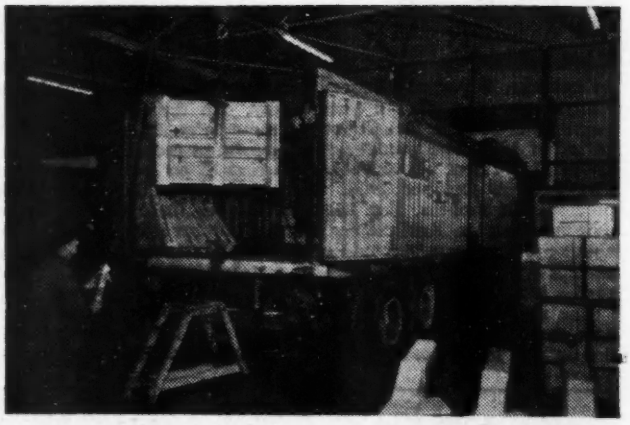
THE MINISTRY OF TECHNOLOGY have announced that in the five weeks ending December 30 the average rate of production of cars was 30,594 a week, 23 per cent more than in the corresponding period a year earlier. Production of commercial vehicles averaged 7,242 a week, 2 per cent more than in December 1966.

1,552,013 cars were produced in 1967. This was 3 per cent less than in 1966, and the lowest annual total since 1962. Production for the home market, at 988,273, was only 1 per cent higher than in 1966, but it must be emphasized that sales were higher than this and showed a bigger increase. Production for export, at 563,740, was 10 per cent less than in 1966. Production of commercial vehicles in 1967 amounted to 385,106, a fall of 12 per cent on 1966, and the lowest annual total since 1959. 245,692, 6 per cent less than in 1966, were for the home market, and 139,414, 22 per cent less than in 1966, were for export.

Allowing for seasonal factors, total car production was 2 per cent higher in December than in November, entirely due to a 9 per cent rise in production for export. The usual longer-term comparison shows that total production was 7 per cent higher in the fourth quarter of the year than in the third quarter, with home market production up by 9 per cent and export production – higher than in the preceding three months for the first time since April – up by 4 per cent.

On a similar seasonally adjusted basis, commercial vehicle production was a little lower in December than in November, reflecting a 6 per cent fall in production for export, but only a small rise in home market production. The longer-term comparison shows that total production rose by 3 per cent between the third and fourth quarters of the year, with both home and export production sharing in the increase. In the case of export production this is the first time since September 1966 that the number produced in the latest three months has exceeded the number produced in the preceding three months.

The recorded exports of cars totalled 502,596 in 1967, 10 per cent fewer than in 1966. Exports of commercial vehicles, at 132,314, were 18 per cent lower than in 1966,



Steelfab Ltd. of Cardiff have launched a door-to-door export drive to take their products direct into the heart of the Common Market, with lower costs and increased efficiency. The direct sales link was opened when two giant trailers loaded with £10,000 worth of exports, left Steelfab's Pengam Road factory. Their destination – via Southampton and cross-Channel Ferry – was Steelfab's French agents, Societe Artisienne de Constructions Mecaniques of Arras, near Calais.

INDEX INQUIRIES

Inquiries about the detailed contents of the JOURNAL *(dates on which particular articles, etc., were published) should for convenience be made to the Board of Trade Library* (01-222 7877, *Ext.* 3038) *who compile the half-yearly index to the* JOURNAL.

Table 1. Recorded production

Production figures of road motor vehicles cover complete vehicles, chassis with engines for delivery as such and unassembled vehicles for export. Road tractors are included but battery-operated road vehicles are excluded.
Production for export may differ from actual exports as recorded in the Overseas Trade Accounts because of differences in timing and coverage.

	No. of weeks	Passenger Cars (including taxis)				Commercial Road Vehicles			
		For Home Market	For Export	Totals	Weekly average	For Home Market	For Export	Totals	Weekly average
1963	52	958,766	649,173	1,607,939	30,922	238,876	164,905	403,781	7,765
1964	53	1,161,886	705,754	1,867,640	35,238	285,332	179,404	464,736	8,769
1965	52	1,069,374	652,671	1,722,045	33,116	280,976	174,240	455,216	8,754
1966	52	978,684	624,995	1,603,679	30,840	260,614	178,061	438,675	8,436
1967	52	988,273	563,740	1,552,013	29,846	245,692	139,414	385,106	7,406
1966 1st quarter	13	294,287	168,174	462,461	35,574	75,662	44,718	120,380	9,260
2nd quarter	13	309,350	174,797	484,147	37,242	76,266	47,362	123,628	9,510
3rd quarter	13	206,248	127,895	334,143	25,703	56,128	40,758	96,886	7,453
4th quarter	13	168,799	154,129	322,928	24,841	52,558	45,223	97,781	7,522
1967 1st quarter	13	228,687	158,877	387,564	29,813	54,850	40,382	95,232	7,326
2nd quarter	13	281,652	164,885	446,537	34,349	66,929	37,286	104,215	8,016
3rd quarter	13	210,178	105,224	315,402	24,262	56,011	27,319	83,330	6,410
4th quarter	13	267,756	134,754	402,510	30,962	67,902	34,427	102,329	7,871
1966 October	4	62,022	46,003	108,025	27,006	17,788	14,481	32,269	8,067
November	4	42,644	48,380	91,024	22,756	15,802	14,174	29,976	7,494
December	5	64,133	59,746	123,879	24,776	18,968	16,568	35,536	7,107
1967 October	4	85,851	34,731	120,582	30,146	23,185	11,003	34,188	8,547
November	4	85,633	43,324	128,957	32,239	20,850	11,081	31,931	7,983
December	5	96,272	56,699	152,971	30,594	23,867	12,343	36,210	7,242

(*Continued on page* 322)

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Table 2. Production – seasonally adjusted
Monthly averages

Thousands

	Passenger Cars			Commercial Vehicles		
	For Home Market	For Export	Total	For Home Market	For Export	Total
1963	79·9	54·1	134·0	19·9	13·7	33·6
1964	96·8	58·8	155·6	23·8	15·0	38·7
1965	89·1	54·4	143·5	23·4	14·5	37·9
1966	81·6	52·1	133·6	21·7	14·8	36·6
1967	82·4	47·0	129·3	20·5	11·6	32·1
1966 1st quarter	91·1	52·3	143·4	23·9	14·3	38·2
2nd quarter	90·6	54·5	145·2	23·7	14·9	38·6
3rd quarter	85·4	50·9	136·3	21·9	15·7	37·6
4th quarter	59·1	50·6	109·7	17·4	14·4	31·8
1967 1st quarter	72·4	50·7	123·1	17·9	13·3	31·3
2nd quarter	80·5	50·5	131·0	20·2	11·7	31·9
3rd quarter	85·8	42·1	127·9	21·8	10·7	32·4
4th quarter	93·4	43·7	137·1	22·3	11·0	33·3
1967 January	71·0	50·1	121·1	17·0	13·5	30·5
February	68·2	51·9	120·1	17·5	13·3	30·8
March	78·1	50·0	128·0	19·3	13·2	32·5
April	83·3	52·1	135·5	20·2	13·0	33·1
May	78·2	49·7	127·9	19·2	11·2	30·4
June	79·8	49·8	129·6	21·3	10·9	32·1
July	82·2	40·2	122·4	22·0	10·5	32·5
August	94·3	47·7	142·0	22·3	12·0	34·3
September	81·0	38·2	119·2	21·0	9·5	30·5
October	90·7	37·4	128·1	23·6	11·0	34·5
November	95·1	44·9	140·0	21·5	11·3	32·8
December	94·3	48·9	143·2	21·8	10·6	32·4
Average of:						
July to Sept. 1967	85·8	42·1	127·9	21·8	10·7	32·4
Oct. to Dec. 1967	93·4	43·7	137·1	22·3	11·0	33·3
Percentage change	+9	+4	+7	+2	+3	+3

Table 3. Recorded exports

	Passenger cars (including taxis)	Commercial road vehicles	
		Goods	Omnibuses, coaches and trolley-buses
1963	616,016	150,705	7,705
1964	679,601	158,201	7,103
1965	627,567	152,254	6,870
1966	555,926	151,141	11,150
1967	502,596	125,335	6,979
1966 1st quarter	153,730	37,747	2,777
2nd quarter	152,923	35,572	2,206
3rd quarter	135,227	37,540	3,157
4th quarter	114,164	40,211	3,017
1967 1st quarter	153,464	39,671	2,417
2nd quarter	152,935	36,573	1,780
3rd quarter	111,406	27,261	1,459
4th quarter	84,791	21,829	1,323
1967 July	47,468	10,748	545
August	36,369	9,389	504
September	25,894	7,344	403
October	26,010	6,842	320
November	25,246	5,854	514
December	32,388	9,116	489

Note: There are certain differences of timing and coverage between the production and export figures, e.g. the export figures include battery-operated road vehicles throughout and from January 1963 road tractors, while the production figures exclude the battery-operated road vehicles and include road tractors. The quarterly export figures include amendments not made to monthly figures.

THE PATENT OFFICE

In addition to handling some 82,000 *Patent, Trade Marks and Designs applications yearly, the Patent Office offers to industry a wide range of publications. These include the* Official Journal (Patents), the Trade Marks Journal, British Patents Specifications, Abridgments of Patent Specifications (*with drawings*), Reports of Patent, Design and Trade Mark Cases, *and 50-year subject matter file lists of British Patent Specifications.*

Details of these and other publications may be obtained by post from Sale Branch, The Patent Office, Block C, Station Square House, St. Mary Cray, Orpington, Kent, or by personal application at the Public Sales Counter of the Patent Office, 25 *Southampton Buildings, London, W.C.2.*

Receipts from sales amount to some £450,000 *annually. You may well find information your firm needs among the Patent Office publications.*

British film fund agency

THE BRITISH FILM FUND AGENCY has published the following information for the five weeks ended December 30, 1967:

Distributors' earnings submitted:		
High cost films	£452,747	
Low cost films:		
Eligible (after multiplying by 2½)	£12,017	
Not eligible for 2½ times rental	£1,609	
		£466,373
Films of less than 3,000 ft. (after multiplying by 2½)		£54,546
		£520,919
Levy collections paid to Agency by HM Customs and Excise to January 8, 1968, together with an estimate of collections approximately covering entertainments for five weeks ended December 30, 1967		£347,000

The second interim allocation for the eleventh distribution period will be at the rate of 56 per cent.

Cinema admissions and takings in October

DURING OCTOBER, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 5.4 million and the weekly average of gross box office takings was £1.26 million.

INDEX OF REGULAR STATISTICS

When did the Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the JOURNAL.

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Applications are invited from candidates who should be Chartered Engineers in Mechanical or Marine Engineering with pressure plant experience. Previous experience overseas would be an advantage and experience as a factory inspector or safety officer, or with an insurance company, would be an asset. Age limit preferably not over 50 but older candidates can apply if otherwise qualified and medically fit.

Duties would be to assist the Chief Inspector in the exercise of responsibilities in relation to pressure plant and lifting machinery and to assist and advise Inspectors of Factories in the mechanical aspects of their work.

Appointment will be on contract for a period of two years. Basic salary scale £Kenyan 837-1,791 p.a. (£Sterling 976-2,090 p.a.). An inducement allowance at present in the range of £Sterling 660-888 p.a. will be paid by the British Government direct to an officer's bank account outside East Africa. Gratuity of 25 per cent. Generous allowances.

Candidates should apply to:

APPOINTMENTS OFFICER,
MINISTRY OF OVERSEAS DEVELOPMENT,
ROOM 301, ELAND HOUSE, STAG PLACE, VICTORIA, S.W.1.

giving full name, age, qualifications and brief details of experience, quoting ref. RC 272/95/02.

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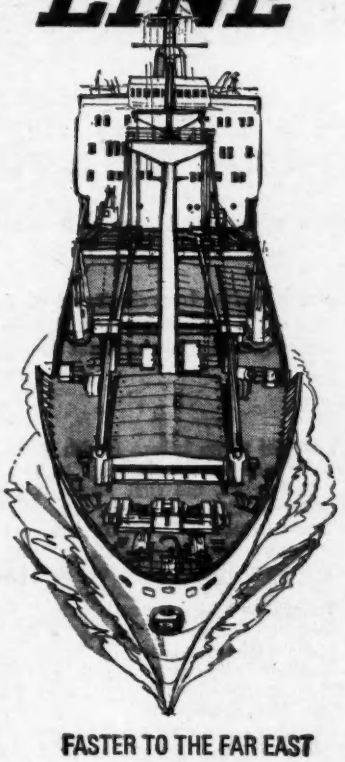

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HOW TO BUILD UP MAILING LISTS OF OVERSEAS BUYERS

Lists of potential importers of certain British products in overseas countries are available to exporters from the Export Services Branch of the Board of Trade.

These lists, which are mainly of a non-technical nature, enable exporters to mail details of their products or new lines to potential buyers in all parts of the world at appropriate intervals.

Many firms have found that direct mail of this kind, limited to brief concrete details in the language of the country concerned, can become a valuable supplement to the efforts of the salesman overseas.

Inquiries for these lists of overseas importers, giving the type of goods involved and the countries to be covered, should be made to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).

Exhibitions and Fairs

BRITISH WEEK IN STOCKHOLM—2

On-the-spot help for UK exporter

by Allan Kerfoot, Commercial Manager, British Week Office in Stockholm

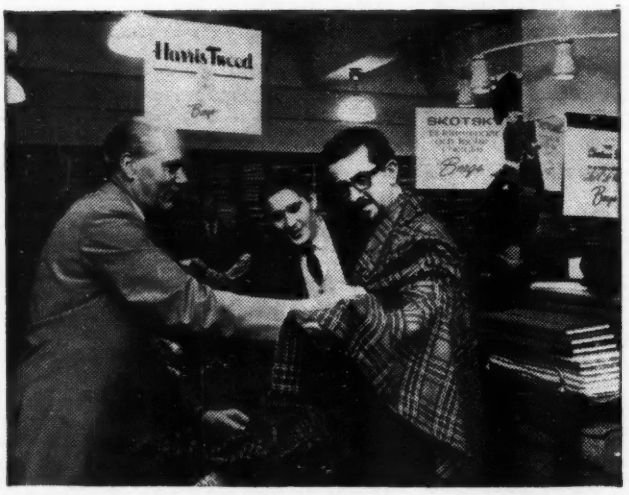
The help available to exporters from the Board of Trade and other bodies is too comprehensive – and too well known – to be summed up in a short article. But the particular role of a British week Office is perhaps less widely understood, and in this article Mr. Kerfoot offers some tips that may well prove of value to 'new boys' to British Weeks – and even helpful to the 'old hands'.

WITH EIGHT MONTHS still to go before British Week in Stockholm is formally declared open at a ceremony in the city's famous Stadshuset on September 27, the first stage of our preparatory work in the British Week Office has been completed. The market has been studied and assessed by the Commercial Department of the British Embassy – and their assessment published in a special supplement to the *Export Service Bulletin* published on July 27, 1967. The 'target area' has been selected and its nature explained in the article by the British Week Office Director, Mr. A. H. Vine, published in the October 27 issue of the *Board of Trade Journal*. And the market opportunities revealed by the first round of calls by our market officers on all the retail outlets in that target area have been published by the Board of Trade's Export Services Branch. These opportunities, listed in 32 commodity groups, have been mailed in two batches to all those companies which have expressed their interest in the British Week in Stockholm by responding to the campaign mounted jointly by the Board of Trade and the BNEC Export Council for Europe. Significantly, this campaign has resulted in drawing a greater interest at this point – from over 1,700 manufacturers – than any previous British Week.

The Market Opportunity Lists set out over 700 specific new opportunities for sales of British goods in the target area of Stockholm, and include full details of the requirements and buying policies (plus buyers' names) of the main department stores. With their publication the ball is placed fairly and squarely at the feet of the exporter who receives them. But to suggest that our work in the British Week Office is over is as patently absurd as to suggest that all the exporter now has to do is to come out here and collect signatures in his order book. We have done a great deal of preparatory work, but the selling remains to be done: and while we may not be able to sell anything ourselves, we are in a position to offer a great deal of help to those who come here to do it for themselves.

Retail trade interviews

To use a well-worn analogy, the information contained in the Market Opportunity Lists is no more than the tip of the iceberg of information which has been accumulated in this office. To produce the lists it has been necessary for us to conduct close on 1,500 interviews with shop owners, with big store managements and buyers, with the managers of the branches of chain stores and with many other people involved in retail trade. The mere fact that we do *not* represent, in the commercial sense, any individual exporter, or even an individual industry, has made these interviews of particular value. We have been concerned only to sell an idea – the idea of British Week in Stockholm – and to do that solely in terms of increased turnover for the shops and stores. Our campaign slogan has, indeed, been 'Profit from British Week' and, as a result, the interviews have not only in themselves been frank and revealing, providing us with a great deal of useful background information in addition to the specific information we have requested about lines, but they have led to continuing relationships with the people concerned. As the retail trade in Stockholm has come to appreciate more fully the profit potential of the Week, so the individuals in the trade have come to keep in touch with us more and more closely as time goes by.



A British Week market officer's job is more than just to 'sell' British Week to the retailers in the target area. He must win the retailer's confidence, explain the organization of the Week to him, advise him on his display problems – and obtain from him detailed information about his trade. This information, later to be condensed into the Market Opportunity Lists distributed to British industry, is vital to the success of the British Week. Picture shows Direktör Wilhelm Ekblad (left), of Ernst S. Bergh AB, discussing the British goods he sells with market officers Peter James (centre) and John Cross.

There is, then, a constant flow of information into this office, much of it of value to the would-be exporter. Broadly, it falls into one of two categories. First there is information about the trading

(*Continued on page* 325)

policies of the retail outlets in the target area, about the personalities involved, about the special requirements of the market, and so on: and, second, there is information specific to the retail outlets' participation in the British Week itself, together with a mounting volume of information about the plans of manufacturers and their agents.

Of the first category the hard bones are given in the Market Opportunity Lists, and much of the rest is available through any good agent, who should know all and more than we have been able to discover about the outlets in the target area. Nevertheless, our particular position, and the extent to which we have been able to concentrate upon a large but clearly defined number of contracts, may often put us in a better position than the agent.

Swedish store 'images'

Unfortunately a great deal of this type of information is not suitable for general publication. For instance, the question of a given store's 'image' is of particular importance in Sweden. With the growing domination of the market by the giant store chains, the individual retailer and small chain survives by catering for a very specific and clearly defined market. He requires goods that fit exactly into the pattern he has established, and for a visitor to the market with limited time at his disposal it is important to know from the start where his products are likely to prove acceptable and where not to waste time knocking on doors which are closed to him, not because his product is intrinsically unmarketable, but because it does not fit exactly into the 'image' a particular store is seeking to perpetuate.

A corollary of this important question of 'image' is what has come to be known in this office as 'the kiss of death factor'. There have been a number of cases in this market of exporters securing orders from store 'A', and then, on calling on store 'B', being told that, as a result of the deal with 'A' their products are totally unacceptable. This may or may not matter, depending upon the relative importance of 'A' and 'B' – but if 'B' has greater potential the decision can be a costly one. And there are, too, occasions when the cachet of having sold to 'A' can open the doors of 'B'. This question of selectivity in choosing outlets is not unique to Stockholm, of course, but it is of exceptional importance here, and while a good agent should be able to advise on such points, the British Week Office can often give useful pointers.

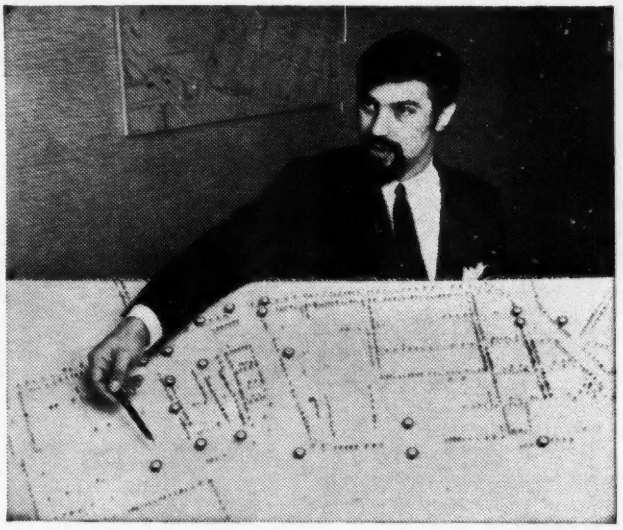
Then, there are questions of personality. Not long ago a certain manufacturer visited the market and called on a particular retailer, well known to us. He called, without an appointment, at a bad moment from the retailer's point of view – and the retailer, having a relatively poor command of English, said the first simple thing that came into his head: 'I import nothing.' This was quite untrue, but it was easier to say it than to explain the true situation. The British Week Office (or, as I say, a good agent) could have warned the exporter that here was someone whose English was not good and suggested that he take along someone able to act as interpreter. Obviously this kind of thing can be exemplified in a hundred ways: the case I have quoted will serve to make the point.

The second type of information, based on our knowledge of the retailers' views on British Weeks, on their plans for participation and, equally, on our knowledge of what other manufacturers and/or their agents are planning, is even more valuable, for it is less often available elsewhere. Again, the point can best be made by quoting instances of the kind of situation that can arise. We know that one of the major stores in the target area is planning to build its displays round a 'Come to Britain' theme: this immediately suggests openings for special displays of 'local' products – Scotch whisky, Irish linen, any amount of giftware, and so on. We know that a food chain is thinking of promoting British cheeses – what better prospect for sales of British biscuits to go with them?

Quite apart from our knowledge of the retail outlets in the target area, however, the British Week Office is able to offer more general information on such things as the programme for the Week, special advertising opportunities, and the promotional plans of other exporters and their agents.

Avoiding publicity clashes

Here I must make it quite clear that we are often unable, for obvious reasons, to reveal all the information we may have, particularly as to the special promotions that are being planned. But we can usually reveal enough to ensure that duplications and clashes of timing are avoided. For instance, if two manufacturers and their agents were quite independently to decide that a balloon race to the Arctic Circle would serve to promote their products – a somewhat unlikely eventuality! – we might, having heard of the first manufacturer's plans, be able to suggest to the second that



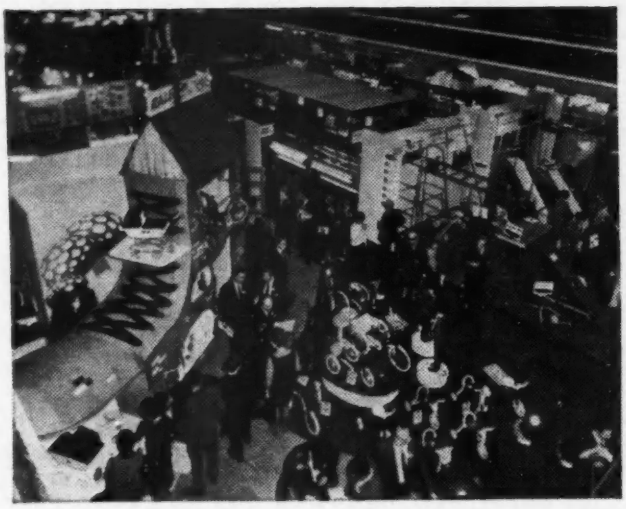
Allan Kerfoot, commercial manager, explains the operational map of the target area for the British Week in Stockholm. A colour code is used to indicate the degree of interest and the name of the market officer responsible for contact with each shop. Department stores are represented by the large pins.

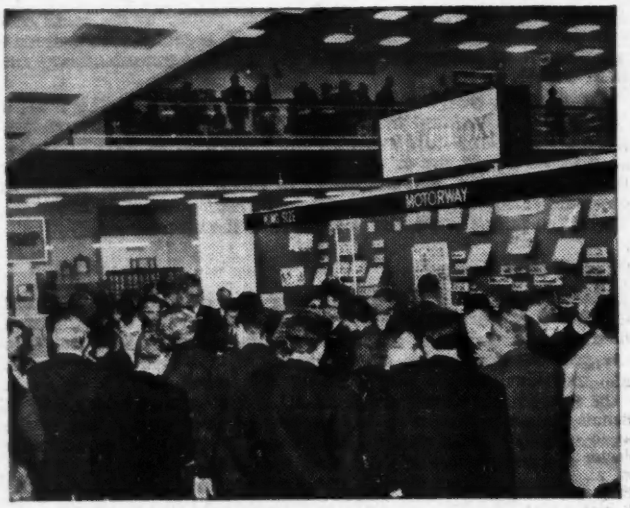
he was not the first in the field and that a penny-farthing race might, therefore, be a better idea! As for clashes of timing, we already have in the office a diary in which are recorded all the known dates for receptions and similar functions planned by individual firms, their agents, trade associations, etc. Anybody planning any such function would be well advised to let us know of his ideas before committing himself to a date: we cannot guarantee to give him a clear field, for not everyone contacts us, but it is, nevertheless, a wise precaution.

These, then are some of the ways in which the British Week Office can help the would-be exporter with his sights on the British Week. In an article such as this it is impossible to cover the ground fully – only to suggest the *kind* of information we are in a position to provide. Nor is the British Week Office the only source of help. Here in Stockholm there is, of course, the British Embassy with whose Commercial Department we work so closely and whose contact with the market is a continuing one. There is, too, the British-Swedish Chamber of Commerce providing its members with a variety of services such as making available display space for sample shows and receptions. Then there are the excellent, and again continuing, services offered by the Board of Trade's Export Services Branch either directly at Hillgate House, 35 Old Bailey, London, E.C.4 (telephone 01-248 5757) or through the nearest Regional Office of the Board of Trade. Here advice can be obtained on many of the problems of exporting to Sweden, including help in finding agents, providing lists of importers and reports on the commercial standing of agents, and details of tariffs and import regulations. And so on. All these are there to help and should be used to the full. But when it comes to the specific, short term problems of British Week in Stockholm, every businessman intending to visit Stockholm should not fail to note the addresses of the British Week Office and the Embassy. They are: British Week Office, Kaptensgatan 3/5, Stockholm O, telephone 63 03 15, telex 2024-1659. British Embassy, Skarpogatan 6, Stockholm, telephone 67 01 40, telex 2024-1340. One last word, advance warning of a proposed call is always welcome. (Tell the Export Services Branch or your Regional Office of the Board of Trade in good time.)

EFTA INFORMATION CENTRE

The Board of Trade maintains an EFTA Information Centre to answer general inquiries about the European Free Trade Association and to advise on sources of more specialized information. It also distributes literature free of charge, including the 'EFTA Bulletin', the EFTA Secretariat's monthly journal. Address: Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2479/2480).





Crowds of visitors, from home and overseas, at the opening day of Brighton's toy fair which finished yesterday (February 1).

Upsurge of export interest at Brighton Toy Fair

'EXPORT' was the theme of nearly 300 British exhibitors at the 15th British Toy Fair, the annual five-day display at Brighton, from January 28 until yesterday (February 1), which this year occupied more than 14,000 square feet of space – the largest ever – in five venues in the town. Officials reported that in the first two days the fair attracted more overseas buyers than had hitherto been known in its history.

British exhibitors were 'astounded, overwhelmed and inspired' by the orders, inquiries, and interest shown by overseas buyers. One firm reported that on opening day they sold as many toys and model construction kits as their total for the entire five days of the fair last year. The same firm also reported that they had booked a 'surprise' order from Japan's Seibu department stores for 5,000 construction kits which included the equivalent of 24 squadrons of the models of Japanese fighters used in World War II.

On practically every stand in the show this encouraging export report was continually repeated. 'Overseas interest such as we have never experienced before', said the managing director of an exhibiting firm.

Orders from France, Italy, Finland, Denmark, Germany, Switzerland, and Sweden were 'pouring in', and at practically every booth there were queues of buyers ordering or making firm inquiries.

One official of the British Toy Manufacturers' Association, organizers of the fair, said that the orders being placed were in the proportion of 60 per cent overseas and 40 per cent home sales. 'This is indeed most encouraging', he added. 'It shows that British manufacturers' efforts in exhibiting at overseas toy fairs in Germany, Italy, Canada and in other countries is now paying off'.

But for all the apparent jubilation from exhibitors at the upsurge of export interest there was one poignant note. Mr. R. R. M. Ehrmann said: 'Britain is the third biggest toy exporter in the world and it is the only international toy supplier without proper exhibition facilities. In past years Brighton has been able to fulfil our needs but unfortunately the British toy industry has grown more quickly than any expansions that Brighton has been able to offer'.

He added however: 'In 1967 we increased our exports by £2,250,000 to reach a total of some £19 million. We are very proud of this achievement and feel that the industry has done its part in meeting the exhortations of each successive government of this country'.

From the reports during the first two days of the Brighton Toy Fair it seems that 1968 will be a more lucrative year for British toy manufacturers.

Basle to stage a British Shopping Week

THE MOST important promotion of British consumer goods to take place in Switzerland during 1968 will be a Shopping Week, to be held in Basle from September 20 to 28.

The British Shopping Week is sponsored by two local street associations, whose members all have premises in the shopping centre of the city – an area of several acres on the left bank of the Rhine. More than 200 shops have been canvassed by commercial officers of the Embassy in Berne and the Consulate in Basle, and the great majority have agreed to participate by making a special feature of British goods. In addition to department stores, they sell clothing of all kinds, shoes and leather goods, china and glass, sound reproducing equipment and records, furniture, carpets and books.

Lists of these shops can be obtained from the Export Services Branch of the Board of Trade and from the British National Export Council.

Basle is the second largest city in Switzerland. The city itself, which forms a half canton, has a population of 238,000. The adjoining suburban and rural half canton of Baselland (for which there is no satisfactory English translation) has a population of 185,000. At about £1,200, the national income per head in the city is higher than in any other Swiss canton.

Basle is the home of the Swiss chemical and pharmaceutical industry, which exports well over 90 per cent of its output. It is also a large inland port and the city in which the Swiss Industries Fair and a number of important international exhibitions are held at regular intervals.

The Board of Trade is supporting this event by providing display material and by helping the organisers to provide a number of special attractions which will take place during the Shopping Week. It is hoped that these will include a Scottish pipe band and dancers and two policemen and two policewomen. A model of the Eros statue will be put in the Marktplatz, and a replica of the Crown Jewels will be on display.

Further inquiries about the Basle Shopping Week should be addressed to Mr. P. S. E. Hooper, British Weeks and Store Promotions Directorate, Board of Trade, Room 202, Kingsgate House, 66-74 Victoria Street, London, S.W.1 (Tel.: 01-222 7877, Ext. 2755).

Salzburg joint promotion of British goods

A NUMBER OF stores and businesses in Salzburg, Austria, are holding a joint promotion of British goods from May 6 to 18. Display material is being supplied by the Board of Trade, which is also helping with the organization of a number of special features including the visit of two British policemen and a Scottish piper.

Manufacturers are invited to send details of their products direct to:

(1) M. Gehmacher, Alter Markt 2, 5020 Salzburg, Austria (household textiles of all kinds, carpets and floor coverings, wall papers and coverings).

(2) Stranz and Scio, Getreidegasse 9, 5020 Salzburg, Austria (good quality foodstuffs, groceries, delicatessen, wines and spirits, chocolates, biscuits, etc.).

British store promotion in North-Rhine Westphalia

TWO HUNDRED shops throughout North-Rhine Westphalia belonging to the 'Konsum' chain of grocery stores are mounting a British store promotion from January 29 to February 10, 1968. Supermarkets, large self-service and smaller retail shops are promoting the sale of a selective range of British foodstuffs, wines and spirits and confectionery.

'Konsum' are organising the store promotion with the help of the British Consulate-General in Düsseldorf. The Board of Trade and the British Travel Association are providing display and publicity material.

Further information about this promotion may be obtained from the British Weeks and Store Promotions Directorate, Board of Trade, 66-74 Kingsgate House, Victoria Street, London, S.W.1 (Tel. 01-828 1288, Ext. 7249).

They're still talking about the British Week in Brussels

IMPACT of the British Week in Brussels has been so strong that it still makes news in the Belgian press, three months after the closing ceremony.

Apart from the overwhelming coverage in French, Flemish and English periodicals and newspapers before, during, and immediately after the British Week, a steady flow of news items has continued to appear right through the Christmas period, and is still continuing in January.

The following is a random selection. The *Bouquin Tervueren* comments: 'I must repeat – the British Week has had a total success. . . . Britain has proved to us that she would like us to open our doors to her, and she has also decided to open hers to us'. The same paper, in an article calling for more attention to Belgian tourism, concludes: 'The recent British Week was a striking example of success. The British Government played the game totally. The result was total also!' The December issue of the *Belgian Trade Review* carries a double page spread of British Week pictures under the headline 'The British Week That Took Brussels by Storm', and describes it as 'an explosion of imagination, rarely seen, and to be sure, one a lot of people thought England was no more able to display'. The *Chronique des Travaux Publics* of December 8 refers to the success achieved by the prefabricated house made by Anvil Enterprises for the *Ideal Home* display. Pictures of the winners of the Whitbread's competition appeared in several papers on December 28, and on December 9 the Flemish paper *Brugs Handelsblad* published a 1,200-word article about the British Week in Brussels and the forthcoming British Shopping Week in Bruges (April 20 to May 6, 1968). *La Renovation Urbaine* for December referred to the British Week Symposium on new town planning – a subject which, the paper says, British authorities were the first to understand. In January, *Het Belang van Limburg* (which published a British Week Supplement last autumn) published a four-column article about the double-decker buses and the organization of London transport.

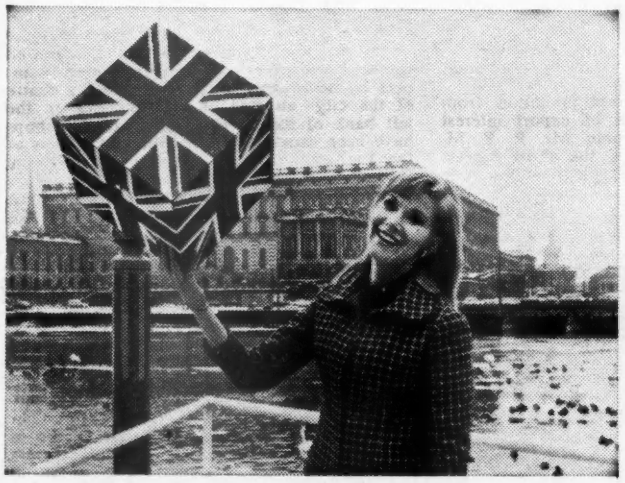
Many British manufacturers who took part in the British Week in Brussels have reported substantially increased sales as a result. Thus Braemar Knitwear sold double the usual amount of goods; Wolf Electric Tools sold 1,000 machines, as against their normal figure of 70, during the Week; sales and orders of British postage stamps raised £1,940; Dunhill's sales rose by 20 per cent; to name only a few.

The following extract from a letter, signed by the director of Men's Styles from Great Britain Ltd., speaks for itself:

'I paid a visit to Brussels last April in connection with the British Week in Brussels at the end of September, and was very pleased with the results. In fact, we called on 29 customers and received 29 orders. The immediate results of our visit were good, but we have received a number of repeat orders from the customers with whom we opened during my visit, and in fact only this morning received quite a sizeable further repeat order.

'Although I have in the past done a rather sporadic business with Belgium, I feel that as a result of my visit in April, and the British Week in September, we are on the way to building up a steady continuing trade. This I also feel would not have been possible without the publicity and support of the British Week. I know that the "English Look" is becoming increasingly popular on the Continent, but the British Week has put it before the Belgians, and they like it'.

Since this letter was written the firm reports further repeat orders for scarves and regimental ties. Increased business as a result of the Week is estimated by them as 150 per cent.



Susan Hampshire hopes to visit the British Week in Stockholm (September 27 to October 5) if the BBC production of Vanity Fair, in which she stars as Becky Sharp, is running during the Week this autumn on Swedish television. Susan also stars as Fleur in the BBC production of the Forsyte Saga which is currently being shown on Swedish television with immense success. The picture shows her against the background of the Royal Palace during her visit to Stockholm on January 23 and 24. Susan came as guest of the Bonnier publishing house and spent some time autographing their edition of Galsworthy's 'Forsyte' books in the NK and Ahlén and Holm department stores.

Representatives from the Board of Trade and BNEC Asia who will jointly organize British Week in Tokyo (September 26-October 5, 1969) left for Tokyo on January 20 to attend the inaugural ceremony and hold business discussions. Seen talking to a Japanese air hostess at London Airport are (left to right): Mr. I. Trevor, secretary, BNEC Asia; Mr. James Heygate, deputy director-general, BNEC; Mr. Michael Montague, chairman, BNEC Asia; Mr. R. Fell, Under-Secretary, Board of Trade; and Mr. L. J. S. Evans, of the Board of Trade British Week's Directorate.

EXPORT HANDBOOKS

The Board of Trade has issued three Export Handbooks – 'Services for British Exporters', 'ECGD Credit Insurance and Financial Support Services' and 'Organization for Overseas Marketing'. Together they contain 200 pages of information that every exporter should have. To get as many free copies of these three Handbooks as you require for day to day use by your export staff, write now to Information Division, United Kingdom Publicity Section (551), Board of Trade, 1 Victoria Street, London, S.W.1.

'SHOP WINDOW FOR EXPORTS' – A BOARD OF TRADE EXPORT FILM

A new 20-minute 16 mm film in colour has been prepared for the Board of Trade by the Central Office of Information and was produced by Samaritan Films. It describes the merits and differences of Overseas Trade Fairs, British Weeks and Store Promotions and shows how a manufacturer can select those 'Shop Windows' which are best suited for his product.

Copies of the film are available on hire from the Central Film Library, Government Buildings, Bromyard Avenue, Acton, London, W.3 (Tel. Shepherds Bush 5555).

The 1968 Furniture Show

THE 1968 Furniture Show, the major event in the furniture industry's calendar, opened at Earls Court, London, on January 29 for five days.

Earls Court's 500,000 square feet of floor space is occupied to capacity by nearly 300 British manufacturers of furniture, bedding and allied products. The 1968 Furniture Show is a trade only exhibition to which the general public is not admitted; however, next year's show, Interfurn 69, will be an international show open to the public and trade.

Opening the show, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said the industry was now becoming far more export conscious and had set up an Export Club.

She continued: 'The industry is now making determined efforts to break into overseas markets – a development which has been pioneered to a large extent by the makers of reproduction furniture. In this all-important process – and it is particularly important because furniture by its very nature is not the easiest of things to export – the Export Club has played, and is playing, a prominent part.

'If I may just for one moment put in a little plug for my own Department I am sure that any manufacturer contemplating a move into the export market would be well advised to consult the Board of Trade's export services as well as the services provided by his own industry in the shape of the Export Club. These two organizations – the Governmental and the industrial – work closely together and between them provide a comprehensive network of export intelligence and opportunity.

'Of course, I appreciate that the post-devaluation situation does not exactly represent a bed of roses for the furniture industry. Various measures such as the withdrawal of the export rebate and the loss, except in the development areas, of SET manufacturers' premium, have eroded the percentage advantage which devaluation provided, and the furniture industry is also particularly hard hit because it depends very heavily on imported raw materials, the cost of which will have gone up in the post-devaluation period. Nevertheless, I should emphasize that I think the decision to devalue has left a sizeable residual opportunity for the industry in the export field, and I am glad to know, as a result of talks held between the Board's officials and officers of the industry, that some advantage is contemplated, which I am sure will be exploited to the fullest degree. I do hope that the furniture industry see the new situation as a challenge to be met and overcome'.

The 1968 Furniture Show at London's Earls Court, was officially opened by Mrs. Gwyneth Dunwoody, Parliamentary Secretary to the Board of Trade. During her tour of the show, Mrs. Dunwoody looked at furniture on the Epstein stand.

Lightshow '68 switches on to exports

OLYMPIA was lit up last week by a brilliant and colourful display of lamps and lighting fittings shown by more than 65 companies representing a cross-section of the domestic and decorative lighting industry in Britain. Lightshow '68, to which admission was restricted to the trade, was held from January 22 to 26, and was organized by Technical Exhibitions Ltd. and sponsored by The British Lighting Council.

The market for the lighting industry is traditionally a home one, but inquiries at the exhibition showed that many British manufacturers are going all out to build up their export sales as well. There was an encouraging response from overseas trade buyers who had been invited by the organizers to attend, and who came, for example, from Germany, France, Scandinavia, Portugal, Greece, Israel, Canada and Australia.

Of the individual firms exhibiting, I. M. Allen & Company, showing a wide range of traditional wall brackets and other fittings hand made by British craftsmen, said that they were concentrating on increasing their exports this year. 'Few people realize the tremendous potential export market that exists for period lighting', said Mr. Ivan Allen, managing director of the company.

Sample orders from Portugal and Holland have been taken by Plus Lighting, who were exhibiting their new ranges of coloured reeded cylinders and their simple but very successful 'Pop-Spot'. Mr. Adam Wilson, sales director of the company, who undertook an intensive tour of Europe last year, established good connections in the countries he visited and is particularly pleased about the prospect of exporting to Denmark, which has a very strong lighting industry of its own. Mr. Wilson is setting off on another three-week intensive tour of Europe on February 3 to consolidate the arrangements he made last summer, and particularly to establish his company's products in the EEC countries.

H. H. Electrical, exhibiting on the Clarke stand, reported interest from Japan in their products and an order from Malta. Overseas interest was mainly on their striplight side.

Modern designs of lampshades and bases in strong, bright colours were on display on the Hank Schwemmer stand. Hank Schwemmer, who received inquiries from France, Japan, Spain and Germany, are planning to go into the exporting of lamp bases 'in a big way' as soon as possible.

Visitors to Lightshow 68 look at the brilliant displays of light fittings on view to the trade at Olympia.

Overseas interest in their scheme lighting for hotels, etc., was reported by Atlas Lighting, whose stand design was based on the 'Buy British' theme. Atlas, who already export to most countries of the world, have recently been planning a lighting scheme for a palace in Abu Dhabi, where the lighting has been designed to blend with the architecture.

A company which has been concerned with selling lighting equipment for just over a year is the Emess Manufacturing Co. Last year they exported about 12½ per cent of their production to countries including Canada, Australia, America and Switzerland, and already during January 15 per cent has gone to export markets. They took a sample order from Lagos at the beginning of the show, and have received inquiries from Holland, Denmark, New Zealand and Malta. This year they aim to concentrate particularly on the EFTA market.

The Domestic and Decorative Lightshow (Lightshow '68) will be combined with The Lighting Exhibition at Olympia in January 1969 and January 1971. The new exhibition will form a comprehensive lighting exhibition for the whole of the lighting industry and will be known as Lightshow.

Statindex 68

STATINDEX 68, the British stationery industry's exhibition, which opened on January 29, at Olympia, London, is 50 per cent larger than last time. The majority of 1967's exhibitors were showing – many with much larger stands – and there were over 40 new exhibitors.

Austria, Belgium, Italy and West Germany were represented by Continental exhibitors and a number of English agents exhibited items from other overseas countries.

The Statindex emphasis is on colour, design and presentation. Apart from a host of individual new items, several companies have introduced new range products which are linked by a very modern use of colour and design.

Presentation of products, packaging and point-of-sale aids has grown in importance and this will also be reflected in the obvious care many exhibitors took over the design and presentation of their stands.

Many of the items exhibited were being shown for the first time. There were new self-adhesive numerals and also name labels for greeting cards; new ranges of leatherware and fancy goods; new Christmas decoration items; for children, new plastic pencil erasers in animal forms; new ranges of matching sets of tableware; a new business machine truck; new methods of displaying greeting cards; new and novel cards featuring cut-out models in full colour of, for instance, the Tower of London and new pen ranges.

There were new display stands for pencils; new clutch-action pencils and refill leads; new drawing blocks; new social books; new colour pens and markers; new designs in gift stationery; new greeting card products to 'revolutionize the individually boxed card market'; new display units; a new embossing machine and many other items.

There was also a demonstration of gilt edging; of the use of POP envelopes and monogramming matchbooks, etc.

Another highlight was a model shop exhibited by the National Federation of Retail Newsagents, Booksellers and Stationers. The Federation is encouraging newsagents to modernize their premises and this show is aimed at the medium sized retailer giving him ideas on how to lay out his shop and improve his efficiency. Up-to-date interior shop fittings, display stands, counter layout, customer accessibility, pin-pointing of fast selling lines – all will be taken into consideration in this model shop which should be of great interest to visiting retail newsagents.

Statindex, organized by the British Stationery and Office Equipment Association, closes today (February 2).

A view of the Statindex exhibition in the National Hall at Olympia.

'Fabrics exhibition of talent' — Mrs. Dunwoody

OPENING an exhibition of new British furnishing fabrics, presented by the Textile Council Colour Design and Style Centre, at Celanese House, London, on January 29, Mrs. Gwyneth Dunwoody, Parliamentary Secretary, Board of Trade, said she was very impressed by the exciting range of fabrics on show.

She went on: 'We must compete in terms of good industrial design if we are to be successful in world markets. The thing of beauty – if we are to live with it – really must be a joy for ever or at least as long as it lasts. This is doubly important if it is a product that we see and handle every day. That is why we must encourage architects and designers to regard furnishing schemes, not as an after thought, but as an integral part of any plan from its inception. This exhibition proves that the leading firms in the furnishing fabrics' field are not in any way behind their foreign competitors. It is abundantly clear that this section of the industry has all the talent and imagination necessary to meet the requirements of the most demanding overseas customer.

'Therefore it is vital that we should spread the gospel far and wide amongst those of our industrialists who are still not as imaginative as they might be'.

Mrs. Dunwoody said that a striking example of the kind of positive steps the Textile Council was taking to market British textiles overseas was announced recently. The Council was awarding travel scholarships for British textile designers who would between them visit the United States, Mexico, the Near East and a number of European countries. 'These young people will derive a double benefit from their travels; contact with foreign textile designers will provide them with new ideas and fresh inspiration; and they will have the chance to assess the designing requirements of overseas markets at first hand.

'Devaluation has given us the opportunity to increase sales overseas. I hope, that every firm, whether or not it has exported before, will consider expanding old or finding new markets, and that we will see a substantial boost in our exports of furnishing fabric, particularly fabrics made from home-produced man-made fibres.

'An exhibition of this scope and high standard is possible because the Textile Design Centre represents the entire cotton, silk and man-made fibre industries. The value of its work is self-evident. I look forward to the day when we shall be able to put on a show of this sort covering all sections of the textile industry. For the reality to-day is that more and more there is a single textile industry: the consumer is now far less interested in the particular fibre from which a fabric is made than its price, quality and design.

'Exhibitions of this sort do arouse public interest, as well as the interest of specialist buyers; they can do nothing but good both for the image of the textile industry and its future prosperity. Only in such exhibitions can one get a comprehensive view of the talents of British design and the technical expertise of the companies backing them.'

The exhibition, which is entitled 'Fabric Takes a Trip', runs until February 16.

'Sell British' says CBI director-general

A PLEA for a 'Sell British' campaign rather than one for 'Buy British', was urged by Mr. John Davies, director-general of the Confederation of British Industry when he opened the 14th International Hardware Trades Fair at Olympia, London, on January 29. The fair closes today (February 2).

Mr. Davies made his plea by saying it would be a bad day for British industry if everyone just bought British. Britain was a trading nation and 'I do not think it wise for industry at large to sponsor a "Buy British" campaign. There is a great deal more to be said for a "Sell British" campaign.'

Mr. Davies added that by selling he did not mean that companies should appoint a sales manager and leave it at that. 'This is just a short-sighted attitude. It is quite useless just to appoint someone to sell. That is not the end of the job.

'Quality and reliability in production is selling; production development is selling; after-sales service is selling; and it must be understood that selling is an activity which cuts across the whole of production.'

The 14th International Hardware Trades Fair claims to provide for the buyer the most comprehensive display of hardware to be seen in this country to date. Occupying the Grand Hall, the Grand Hall Gallery and the West Hall, Olympia, and with 400 firms participating, it has now become the most important annual event of the British Hardware Industry.

The exhibitors are presenting a vast range of equipment to meet the requirements of the building and allied industries, of agriculture, of craftsmanship, of the handyman and not least the housewife. For instance, included in the exhibits are swimming pools; lawn mowers; glassware and pottery; vitreous enamel and stainless steel sinks; furniture for the garden and indoors; farmers' spraying equipment; the latest developments in industrial and household electrical appliances; garden tools; stoves and pressure lamps; the latest designs in kitchenware; plasticware; cutlery; tools, both hand and electric; ladders; ironing board and irons; adhesives; rubber goods; brushes and brooms; picnic-ware; scales; sanitary and cleansing products; vacuum flasks; kitchen cabinets; chairs and tables; wirewares; locks and hinges; screws; nails, nuts and bolts; industrial saftey equipment; welding equipment; solid fuel heaters; knitting machines.

Hardware covers such a wide and expanding field that it is impossible to be precise statistically as to the value of this tremendous industry, but from figures available it is evident that it made a substantial contribution – £161,000,000 to the export drive, say the exhibition organizers.

OVERSEAS COMMERCIAL POSTS

Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-xii of December 8 issue.

German International Boat Show

A report from the British Commercial Officer, Hamburg

THE eighth German Boat Show (from January 18-24) to be held in Hamburg since 1961 gave a clear indication that after last year's fall in boat sales the German public is now once again in a buying mood. Many firms are reporting that their sales have exceeded those of the record year of 1965 and exhibitors generally are convinced that with the approach of Spring they will reap the benefit of having shown their craft and equipment to the 146,000 visitors who came not only from Germany, but also from Holland, Italy, the Scandinavian and Iron Curtain countries. This was a slight increase in attendance compared with the previous year.

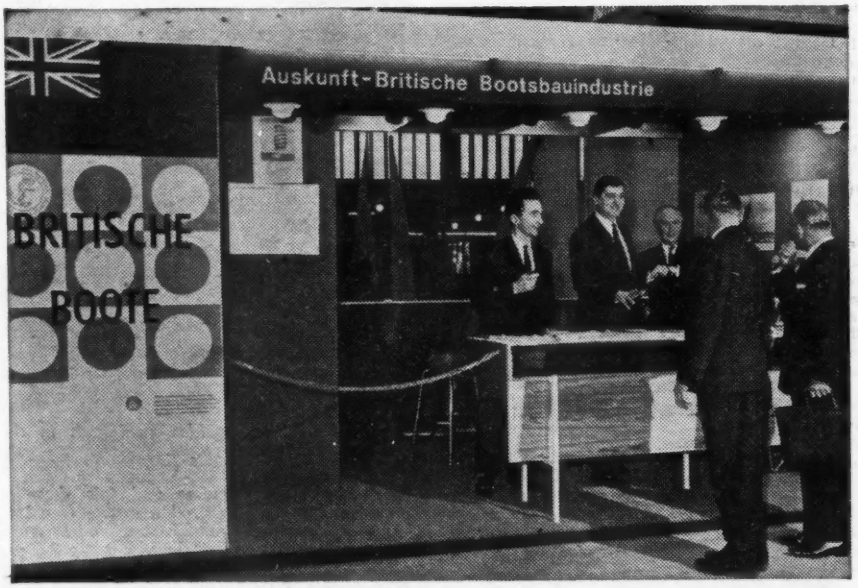
With the products of 500 firms from 20 countries on display visitors were able to see a very wide range of motor cruisers, seagoing yachts, dinghies, speedboats, 'do-it-yourself' building kits, ship and yacht engines, outboard motors, navigational equipment, fittings, and accessories. In the 38,500 square metre exhibition grounds including nine halls packed to capacity, more than 800 boats and some 700 engines backed up Hamburg's claim to be the largest European boat show. It must be stressed that this is an international show. Some 60 per cent of the exhibits are from abroad, principally from Scandinavia, Holland, France, Italy, the United States and Great Britain.

Although on the equipment side British industry was well represented this year it is felt that a much wider range of boats could be shown to the German public. Fourteen British firms participated in a joint-venture scheme organised by the Ship & Boat Builders' National Federation and the Board of Trade and the products of another 40 firms were shown by their German representatives. Exhibitors of fittings and accessories received good orders. Particularly successful were Messrs. Cleveland Diving & Marine of Yorkshire (diving suits), Marlow Ropes of London, Henri-Lloyd Ltd., of Manchester (yachting clothing), and Messrs. A. Sanderson & Co. Ltd., of Hull (Helmsman paints).

Although orders were taken for several British yachts and motor boats it is felt that a much wider range, more typical of the British boatbuilding industry should be on show. There are some 150,000 boat owners in W. Germany (compared with 500,000 in the United Kingdom) and the market is a steadily increasing one. It is surprising how many boat enthusiasts read English yachting magazines and come expecting to see the boats of several well-known United Kingdom builders only to find that these firms are not exhibiting. There is no doubt that the German market is a tough and competitive one but French, Dutch, Swedish and a few United Kingdom firms are proving that it can also be a rewarding one.

There is considerable interest in Germany in catamarans and a film of this type of craft was shown at a reception for the press and exhibitors given by Mr. K. W. Chesterman, HM Consul (Commercial) in Hamburg. The Fair was visited by Mr. Grant Purves, HM Consul-General in Hamburg, and Captain J. A. Marrack, the British Naval Attache in Bonn, who spent some time with the British exhibitors.

Literature and advice about British products not on display were available from the British Information Stand manned by Mr. Alan Jones of the S.B.B.N.F. and German-speaking members of the Consulate-General in Hamburg. A good number of inquiries regarding British boats and equipment were received and it is hoped that the follow-ups will mean even more orders for Britain.



A general view of visitors calling at the British Information stand at the German International Boat Show held in Hamburg.

London Look for Children in New York

A report from the British Consulate General, New York

FOR THE THIRD YEAR in succession, the National Childrenswear Association mounted a successful sales display of quality children's clothing in New York under joint venture arrangements with the Board of Trade. Seven of the association's member firms took part in this collective enterprise at the Sheraton-Atlantic Hotel in the heart of New York's garment industry district. The annual childrenswear spring market week in early January was the occasion for this visit though the British manufacturers were showing for the most part styles designed for the Fall and Winter of 1968.

Now well known in this market for their theme style 'London Look for Children in New York', the British group arranged an attractive display of their products. Two showrooms and a reception area were devoted entirely to a boutique display of clothing in co-ordinated style and colour ranges; in addition, the manufacturers showed their full ranges in individual showrooms. The whole presented a colourful and fashionable array of some of the best in British childrenswear, from the classic children's styles to scaled down versions of adult fashions. Outerwear, mainly coats, capes and anoraks and children's and infants' knitwear were the principal items featured; in addition, there was a good selection of children's accessories, including headwear and leggings, etc. Good quality clothing made to the usual high standards of British workmanship, coupled with value for money, were the strong features of the show. Dollar price reductions resulting from the devaluation of the £ in November were an added incentive to buyers on this occasion.

The group showing again attracted buyers from most parts of the United States as well as some from Canada. Many were visiting the group for the second or third time, giving evidence of good resports on deliveries and merchandise bought on previous occasions. In many cases, this was reflected in larger orders and greatly increased volume of business transacted at the show. Some British manufacturers reported taking orders double or more the value of last year's, with a promise of further orders to be placed in London later in the year. One firm which has taken part in the show each year since 1966 had reported more than triple its business in this market and expected to take five times the volume of orders in 1968 that it had done in its first year. Other exhibitors who had persisted in their efforts to penetrate the market claimed similar successes.

The excellent press and TV coverage which the London Look for Children gained during this visit to New York further exemplified the value to British exhibitors of these collective showing arrangements, particularly in getting a shop window in the American market.

Attractive British stands at Paris Carpet Exhibition

A report by the Commercial Section, British Embassy at Paris

THE SECOND carpet and floor covering exhibition was held in Paris at the Porte de Versailles from January 17-22.

The exhibition covered an area of about 16,000 square metres of which 8,500 square metres were occupied by stands. There were 167 exhibitors, of which 88 were foreign. Manufacturers from the United Kingdom, West Germany, Belgium, Italy, Holland, Denmark, United States, Finland, Hong Kong, Rumania, Switzerland, Czechoslovakia, Tunisia and the USSR were present. As in 1967 the strongest foreign participation was from Germany and Belgium.

The 13 British exhibitors were all represented in France, with one exception (but this firm was in contact with a likely agent). Eight of them were members of the Federation of British Carpet Manufacturers participating under the joint venture scheme organized by the Board of Trade. All the British stands were most attractive and compared very favourably with those of other exhibitors.

The visit to Paris last October by a British carpet designers' mission, which was organized by the Council of Industrial Design and the Board of Trade besides being a useful stimulus to the designers themselves undoubtedly helped to create a favourable atmosphere in the French carpet buying trade and encouraged visitors to the British stands.

Most firms declared themselves satisfied with the results of the exhibition. This was due not only to their competitive position, enhanced by devaluation, but also by a genuine interest by French buyers in British carpets. One British manufacturer received inquiries from the South of France – a notable development since carpet consumption in this part of the country is very low. Other manufacturers reported visitors from Italy, Switzerland and Scandinavia, although the majority of the visitors were French who were not only making inquiries but placing substantial orders too. One manufacturer of tufted carpets was swamped with orders and inquiries. It was their first time at the Paris exhibition.

An official visit was made to the British stand by the British Ambassador who examined all the exhibits with interest, and was most impressed by the comprehensive display of traditional types of British carpets and of British made Rya rugs. He was encouraged to see the presence of several tufted carpet manufacturers who this year were making a determined effort to enter the French market.

Sir Patrick Reilly (left), British Ambassador in Paris, visiting one of the joint venture stands at the Paris Carpet Exhibition.

Several of the firms had patterns designed specially for the French market, and judging by the inquiries received, they were well rewarded. It is generally accepted that the Paris Carpet Exhibition will continue to grow steadily in importance. It provides an excellent medium for 'showing off' the quality and design of British carpets to buyers of all countries and it is also hoped that more manufacturers will take full advantage of the joint venture facilities offered by the Board of Trade to exhibit in the 1969 exhibition.

An American store buyer discusses with a British manufacturer the children's clothes on display at the NCWA's London Look for Children Show in New York.

Toronto Furniture and Floorcoverings Show

A report from the Commercial Section, British High Commissioners Office, Toronto

THE 19th annual Furniture and Floorcoverings Show at Toronto, from January 8-13, was a major trade show drawing manufacturers and buyers not only from all over Canada but also from the United States, South America, the West Indies and even further afield, from Australia, Europe and the United Kingdom.

Both the Furniture Show and the Floorcoverings Show together provide 400,000 square feet of exhibitor space in the Canadian National Exhibition grounds some two miles distant from the centre of downtown Toronto. The show is invariably well attended by the trade and provides an excellent opportunity for seeing what is being made locally, or imported, for the popular and volume side of the retail domestic market.

As regards the furniture sections of the show this is for the most part filled with the products of manufacturers in Quebec and Ontario provinces. There is also some furniture from American factories, but shipping costs generally tend to leave the middle and lower range of furniture manufacturing fairly much in the hands of the nearer Canadian producers. Nevertheless there were a few pieces of British made reproduction antique and English oak furniture to be seen on one or two stands displaying the more expensive of the furniture styles. There is it seems a steady modest demand for such furniture in Canada, a demand which at the present time is said to exceed the supply.

The Floorcovering Exhibition is confined to the 60,000 square feet of space provided by the Queen Elizabeth building within the overall show complex. The majority of exhibitors in this building occupy the same site year after year and it is said by some of them that their contacts expect to see them there in that same spot on their annual visit. The result of this therefore is that in the main where the Canadian representative of a United Kingdom manufacturer has his regular space in the show he is unwilling to relinquish it in order to exhibit elsewhere in the building on an all-British joint venture group display. Nor is his sales force sufficient to enable him to divide them between two sites and man each effectively.

Despite this complication however, four United Kingdom manufacturers exhibited on four adjacent booths covering 2,000 square feet of space under the banner of The Federation of British Carpet Manufacturers with the subvention advantages as regards space rental and part refund of travelling and hotel expenses which the Board of Trade Joint Venture with Industry scheme provides. This has a considerable appeal to manufacturers wishing to make an initial exposure of their products, or develop them further but without incurring themselves more than a tithe of those costs. Quite clearly, for a United Kingdom manufacturer to be able to have one or two of his own men on the stand along with those of his agent enables that manufacturer to obtain invaluable information about the market, its methods, its wants and his own and his agent's place and prospects in it. It is most encouraging therefore to hear from one such exhibitor this time that his success has been of almost phenomenal proportions largely as a result of the exposure he got at this and a similar joint venture with the Carpet Federation and the Board of Trade in Toronto last year.

Changes in the Programme of Overseas Trade Promotions and in the classified lists of Trade Fairs and Exhibitions throughout the world (Published on November 10, 1967)

The next full supplement will be published on March 1.

SECTION I

OVERSEAS FAIRS, BRITISH WEEKS AND STORE PROMOTIONS TAKING PLACE WITH BOARD OF TRADE ASSISTANCE

Further details about an event may be obtained from the officer named. (Tel. 01-222 7877 except where otherwise shown.) Inquiries for details of the Joint Venture Scheme under which the Board of Trade co-operates with trade associations, and any general inquiries in connection with Section I (Tel. 01-222 7877, Ext. 3069).

(a) GENERAL

AMENDMENTS – 1968:

Hanover: HANOVER FAIR – April 27-May 5, 1968
This entry should be amended to read:
Official information office and joint ventures with:
(1) Business Equipment Trade Association (14 firms)
(2) Electric Light Fittings Association (6 firms)
(3) British Stationery and Office Equipment Association (5 firms)
(4) British Electrical and Allied Manufacturers' Association (19 firms)
(5) British Pottery Manufacturers' Federation (8 firms)
(6) British Internal Combustion Engine Manufacturers' Association (11 firms)
(7) The Jewellery Trade Centre Export Group (5 firms)
Firms interested in participation should contact their associations immediately.
(Mr. P. R. Clay, Ext. 3559)

(b) SPECIALIZED

DELETE – 1968:

Daytona: INTERNATIONAL MOTOR CYCLE SHOW – March 12-26, 1968

Los Angeles: SOCIETY OF MOTION PICTURE AND TELEVISION ENGINEERS CONFERENCE – May 5-11, 1968

Chicago: 49TH ANNUAL NATIONAL RESTAURANT CONVENTION – May 20-23, 1968

Cleveland: 30TH ANNUAL CONVENTION OF THE SUPERMARKET INSTITUTE – June 4-7, 1968

AMENDMENTS – 1968:

Toronto: CANADIAN NATIONAL SPORTSMEN'S SHOW – March 15-23, 1968
This entry should be amended to read:
Joint venture with the British Cycle and Motor Cycle Industries Association Ltd. and the National Caravan Council,
(Miss G. Adams, Ext. 2788)

New York: NATIONAL ASSOCIATION OF MEN'S SPORTSWEAR BUYERS – March 31-April 3, 1968
The dates of this event are as above and not as previously published.
(Miss G. Adams, Ext. 2788)

Munich: FASHION WEEK – March 31-April 4, 1968
This entry should be amended to read:
Joint ventures with the Associated Fashion Designers of London (11 firms) and the Clothing Export Council (20 firms). Firms interested in participation should contact either AFDL or the CEC immediately.
(Mr. P. R. Clay, Ext. 3559)

Cologne: INTERNATIONAL MEN'S FASHION WEEK – August 25-27, 1968
Possible joint venture with the Clothing Export Council. Firms interested in participation should contact the Council,
(Mr. J. A. Swinton, Ext. 2777)

ADDITIONS – 1968:

Bologna: INTERNATIONAL FOODSTUFFS EXHIBITION – March 30-April 5, 1968
A trade information stand manned by the Scotch Whisky Association.
(Miss F. King, Ext. 2782)

Los Angeles: IMPORTED AUTOMOBILE AND SPORTS CAR SHOW – May 30-June 9, 1968
Possible joint venture with The Society of Motor Manufacturers' and Traders. Firms interested in participation should contact the Society.
(Miss G. Adams, Ext. 2788)

Chicago: MUSIC INDUSTRY TRADE SHOW AND CONVENTION – June 23-27, 1968
A probable joint venture with the Association of Musical Instrument Industries.
(Mr. A. F. Fenton, Ext. 2786)

Los Angeles: FINE FOOD AND BEVERAGES FAIR – July 14-17, 1968
Possible display of British Consumer Goods by the Consulate-General.
(Miss G. Adams, Ext. 2788)

Los Angeles: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 20-23, 1968
Possible joint ventures with the appropriate trade associations. Firms interested in participation should contact their associations.
(Miss G. Adams, Ext. 2788)

Louisville: INTERNATIONAL WOODWORKING MACHINERY AND FURNITURE SUPPLY FAIR – September 14-18, 1968
A joint venture with the Machine Tool Trades' Association.
(Mr. A. F. Fenton, Ext. 2786)

Chicago: MARINE TRADES EXHIBIT – September 19-22, 1968
Possible joint venture with the Ship & Boat Builders' National Federation.
(Mr. A. F. Fenton, Ext. 2786)

Seattle: CONVENTION OF THE PRE-STRESSED CONCRETE INSTITUTE – October 6-10, 1968
Possible joint venture with the Concrete Society. Firms inter-

ested in participation should contact the Society.
(Miss G. Adams, Ext. 2788)

New York: NATIONAL HARDWARE SHOW – October 7-10, 1968
Probable joint ventures with the Federation of British Horticultural Exporters Ltd. and the Hardware Manufacturers' Association. Firms interested in participation should contact either of the above.
(Mr. A. F. Fenton, Ext. 2786)

New York: ANNUAL NATIONAL ISA INSTRUMENT AUTOMATION CONFERENCE AND EXHIBITION – October 28-31, 1968
A probable joint venture with the London Chamber of Commerce.
(Mr. A. F. Fenton, Ext. 2786)

Baltimore: SECOND INTERNATIONAL CONTAINER SERVICES AND EQUIPMENT EXHIBITION – October 28-November 1, 1968
Probable joint venture with the London Chamber of Commerce. Firms interested in participation should contact the Chamber.
(Miss G. Adams, Ext. 2788)

New York: LEATHER AND ALLIED INDUSTRIES EXPOSITION – October 29-31, 1968
A probable joint venture with the Leather Institute.
(Mr. A. F. Fenton, Ext. 2786)

Washington: INTERNATIONAL ATOMIC ENERGY CONFERENCE AND EXHIBITION – November 10-14, 1968
Possible joint venture with the British Nuclear Forum. Firms interested in participation should contact the Forum.
(Miss G. Adams, Ext. 2788)

New York: NATIONAL SHOE FAIR – November 24-26, 1968
A probable joint venture with the British Footwear Manufacturers' Federation.
(Mr. A. F. Fenton, Ext. 2786)

Chicago: NATIONAL ELECTRONICS CONFERENCE AND EXHIBITION – December 8-11, 1968
The Board of Trade will be considering joint ventures with appropriate trade associations. Firms interested in participation should contact their associations.
(Mr. A. F. Fenton, Ext. 2786)

AMENDMENT – 1969:

Basle: INTERNATIONAL NUCLEAR INDUSTRIES FAIR (NUCLEX 69) – October 6-11, 1969
This entry should be amended to read:
A joint venture with the British Nuclear Forum. Firms interested in participation should contact the Forum.
(Mr. T. E. Kerfoot, Ext. 3071)

ADDITION – 1969:

New York: UNIVERSE OF PHOTOGRAPHY (PHOTO EXPO '69) – June 7-15, 1969
A possible joint venture with the British Photographic Export Group.
(Mr. A. F. Fenton, Ext. 2786)

Los Angeles: HI-FI AND MUSIC SHOW – October 1969
Possible joint venture with the Federation of British Audio. Firms interested in participation should contact the Federation.
(Miss G. Adams, Ext. 2788)

(c) BRITISH WEEKS AND STORE PROMOTIONS

AMENDMENT – 1968:

Cleveland: THE MAY CO. – October 14-November 2, 1968
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

ADDITIONS – 1968:

Paris: AU BON MARCHE MAJOR STORE PROMOTION – February-October 1968
This major Paris department store will hold a series of commodity promotions beginning this month with British foodstuffs. These will be followed by Carnaby Street Fashions in March, Menswear and Luggage in April, Household Goods and Chinaware in May, Leisurewear in June, and an Irish/Scottish promotion in October.
British firms interested in supplying any of the above categories of products should contact Mr. Greek, Brook Merchandising Co. Ltd., 48 Brook Street, London, W.1. Tel. 01-493 8804.
(Mr. G. F. Snell, 01-828 1288, Ext. 7249)

Paris: AU PRINTEMPS MAJOR STORE PROMOTION – September 1968
A major promotion of British consumer goods will be held in 27 provincial branches of Au Printemps this autumn. The main store in Paris will not be involved in this promotion. Goods in which the stores are primarily interested include furniture, household goods, giftware, glassware, toys, knitwear, men's and womenswear, and as a special feature during the promotions, foodstuffs.
British firms interested in supplying any of the above categories of goods should contact Mr. Pegna, Portman (Wholesale and Overseas) Ltd., 40 Duke Street, London, W.1. Tel. 01-629 8805.
(Mr. G. F. Snell, 01-828 1288, Ext. 7249)

Regina: BRITISH SHOPPING WEEK – September 5-14, 1968
The city-wide British Shopping Week being held in Regina with the full co-operation of the civic and commercial communities presents splendid opportunities for British firms to promote the sale of their products in this rewarding market. Planning for the event is in the initial stages, but it is hoped to create a typically British atmosphere aimed at attracting the shoppers into the stores and shops.
(Mr. C. S. Stappard, 01-222 7877, Ext. 2761)

Dublin: ARNOTT & CO. (DUBLIN) LTD. – October 14-26, 1968
The promotion will be called 'London Fortnight at Arnotts' and will be held at the main store in Henry Street and at the Grafton Street branch. The promotion will cover the full range of goods normally sold by a department store. Manufacturers wishing to offer their products should approach the retail manager or the appropriate buyer.
(Mr. P. S. E. Hooper, 01-222 7877, Ext. 2755)

Japan, Shinjuku, Tokyo: KEIO DEPARTMENT STORE COMPANY LIMITED – Mid-October 1968
This major promotion will emphasize Scottish goods. The London Buying House for the store is MAMA Eastern, Trafalgar House, Waterloo Place, London, S.W.1. Tel. 01-930 0422.
(Mr. R. A. Hillier, 01-828 1288, Ext. 7240)

ADDITION – 1969:

Tokyo: MAJOR BRITISH WEEK – September 26-October 5, 1969
Formal announcement of this British Week was made by the British Ambassador, Sir John Pilcher, and Mr. Michael Montague, chairman of the BNEC Asia Committee, at an Inaugural Conference in Tokyo on January 23.
A British Week Office has been set up in that city, and the first round of shop visits will commence shortly.
The Week is being organized by the Board of Trade in association with the British National Export Council's Asia Committee, and manufacturers seeking information should contact either Mr. I. Trevor, BNEC Asia Committee, British National Export Council, 6-14 Dean Farrar Street, London, S.W.1. Tel. 01-930 3121 or the Board of Trade as below.
(Mr. A. H. Divers, 01-222 7877, Ext. 3373)

OVERSEAS CABLES

The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.

Amendments and Additions to Classified List of TRADE FAIRS AND EXHIBITIONS—Section II-IV

No responsibility is taken for the standing of organizations or individuals mentioned in these lists and dates, etc., may be subject to alteration.

Applications should be made to the organizers or United Kingdom agents for details of costs and conditions of participation, but the Board of Trade Overseas Trade Fairs Directorate, Broadway Buildings, 54 Broadway, London, S.W.1, will be glad to answer general inquiries. The telephone number is 01-222 7877, extensions:

Eastern Europe	3558
Cologne Düsseldorf, Offenbach, Wiesbaden	2569
Other towns in Germany	3557
Austria, Italy, Portugal	3072
France (Paris only) and Sweden	2783
Other towns in France, Belgium, Luxembourg, Finland, Norway, Denmark	2398
Malta, Netherlands, Switzerland, Spain, Eire	3072
United States, Canada	2788
The rest of the world	2496
United Kingdom	3008

Information can also be provided about other events, which owing to space limitation, are not included in the lists.

* event held annually at approximately the time stated.

† event held in alternate years at approximately the time stated.

EUROPEAN TRADE FAIRS EXHIBITIONS – Section II

Delete – 1968

SALONIKA: INTERNATIONAL CONSTRUCTION EXHIBITION – March 30-April 7

Amendments – 1968

BOLOGNA: INTERNATIONAL FOODSTUFFS EXHIBITION
The Board of Trade has been informed that this event will now take place from March 30-April 5 and not on the dates shown in previous issues of the *Board of Trade Journal*.

COLOGNE: INTERNATIONAL HOUSEHOLD GOODS AND HARDWARE FAIR
The Board of Trade has been informed that this event will take place from September 13-15.

Additions – 1968

BILBAO: SPANISH MACHINE TOOL EXHIBITION – March 3 -12
† Apply, Bilbao Trade Fair, Apartado 468, Bilbao, Spain.

MALMO: INTERNATIONAL DOG EXHIBITION – March 16-17
Apply, Swedish Kennel Club, Stockholm.

WARSAW: INTERNATIONAL BOOK FAIR – May 19-26
Apply, 'Ars Polona' Krakowskis, Przedmiescie 7, Warsaw.

HAUGESUND (NORWAY): THE NORTH SEA FAIR – July 31-August 8
Apply, Manager Erik Maeland, PO Box 261, Haugesund, Norway.

DUBLIN: IRISH PACKAGING EXHIBITION – September 30-October 4
Apply, F. Winter, Esq., General Manager, Irish Packaging Exhibition, City Hall, Deansgate, Manchester.

TRADE FAIRS AND EXHIBITIONS OUTSIDE EUROPE – Section III

Amendments – 1968

MONTREAL: CANADIAN TOY FAIR
The Board of Trade has been informed that this event will now take place from February 26-March 1.

PHILADELPHIA: NATIONAL PLANT ENGINEERING AND MAINTENANCE SHOW – March 25-28
The following have been appointed United Kingdom Agents for this event: Exhibition Consultants Ltd., 11 Manchester Square, London, W.1 (Tel. 01-486 1951).

SYDNEY: MECHANICAL MATERIALS HANDLING EQUIPMENT EXHIBITION
The Board of Trade has been informed that this event will take place from July 8-12.

TOKYO: JAPAN ELECTRONIC SHOW
The Board of Trade has been informed that this event will take place from September 14-24.

Additions – 1968

BOMBAY: 33RD ANNUAL POULTRY SHOW OF MAHARASHTRA STATE POULTRY ASSOCIATION – February 3-6
Apply, Mahrashtra State Poultry Association, Poultry Breeding Section, Bombay Road, Kirkee, Poona 3.

ADDRESSES OF ECGD LOCAL OFFICES

BEDFORD
Heron House, 41-51 Goldington Road, Bedford.
(Tel. Bedford 58798. Telex 82350).

BELFAST
7 Donegall Square West, Belfast.
(Tel. Belfast 29428. Texel 74577).

BIRMINGHAM
Chamber of Commerce House, Harborne Road, Birmingham, 15.
(Tel. Edgbaston 4375. Telex 33132).

BRADFORD
West Riding House, Cheapside, Bradford, 1.
(Tel. Bradford 25147. Telex 51161).

BRISTOL
Washington House, Great George Street, Bristol, 1.
(Tel. Bristol 22102. Telex 44248).

CARDIFF
St. David's House, Wood Street, Cardiff.
(Tel. Cardiff 26657. Telex 49284).

EDINBURGH
108 George Street, Edinburgh.
(Tel. Caledonian 3004. Telex 72170).

GLASGOW
7 West George Street, Glasgow, C.2.
(Tel. Central 3056. Telex 77130).

LEEDS
Headrow House, 42 The Headrow, Leeds, 1.
(Tel. Leeds 30082. Telex 55232).

LIVERPOOL
India Buildings, Water Street, Liverpool, 2.
(Tel. Central 5756. Telex 62537).

LONDON (City)
Marlon House, 71-74 Mark Lane, E.C.3.
(Tel. Royal 3491. Telex 23164).

LONDON (South)
42-46 Weston Street, S.E.1.
(Tel. Hop 5011. Telex 24812).

LONDON (North)
Empire House, St. Martin's le Grand, E.C.1.
(Tel. Monarch 4581. Telex 263615).

LONDON (West End)
Cunard Building, 15 Regent Street, S.W.1.
(Tel. Whitehall 9061. Telex 24105).

MANCHESTER
Cheshire House, 18-20 Booth Street, Manchester, 2.
(Tel. Central 8861. Telex 66756).

NEWCASTLE
District Bank Chambers, 36-38 Mosley Street, Newcastle, 1.
(Tel. Newcastle 29838. Telex 53305).

NOTTINGHAM
Equitable House, Old Market Square, Nottingham.
(Tel. Nottingham 46585. Telex 37566).

READING
18 The Forbury, Reading.
(Tel. Reading 40577/8. Telex 84422).

SHEFFIELD
8-12 Furnival Gate, Sheffield, 1.
(Tel. Sheffield 29151. Telex 54244).

NEW YORK: INTERNATIONAL STAMP AND COIN EXHIBITION (INTERPEX) – March 1-3
Apply, H. Rosen, Esq., Industrial Exhibitions, 121 West 45th, New York City, United States.

TOKYO: 8TH INTERNATIONAL INDUSTRIAL AND ENGINEERING MATERIAL SHOW – March 9-14
Apply, Nikkan Kogyo Shimbun Ltd., 1-1 Eda-machi, Chiyoda-Ku, Tokyo.

TOKYO: 7TH TOKYO BOAT SHOW – March 29-April 1
Apply, Japan Boating Promotion Association, 3-2 Ginza, Chuo-Ku, Tokyo.

TOKYO: '68' JAPAN PRINTING SHOW – April 11-15
Apply, Japanese Printing & Bookbinding Machinery Manufacturers Association, Kikai Shinko Kaikan, 21-1-5 Shiba Park, Minato Ku, Tokyo.

SYDNEY: CATERING TRADE FAIR – June 17-21
Apply, Industrial and Trade Fairs Pty. Ltd., 3rd Floor, ADC House, 77 Pacific Highway, North Sydney, N.S.W. 2060. P.O. Box 428, North Sydney.

LOS ANGELES: WESTERN ELECTRONIC SHOW AND CONVENTION (WESCON) – August 20-23
Apply, Marketing Exhibitions Ltd., 48 West Side, London, S.W.18 (Tel. 01-874 2325/6/7).

PHILADELPHIA: NATIONAL CONVENTION AND EXHIBITION OF AUTOMATIC MERCHANDISING – September 14-17
Apply, S. Schapiro Esq., Executive Director, 7 S. Dearborn St., Chicago, Illinois, U.S.A.

SEATTLE: CONVENTION OF THE PRE-STRESSED CONCRETE INSTITUTE – October 6-10
Apply, R. J. Lyon Esq., 205 W. Whacker Drive, Chicago, Illinois, U.S.A.

TOKYO: 9TH MAINTENANCE SHOW AND CHEMICAL PLANT SHOW – October 7-12
Apply, Japan Management Association, 25 Shiba Park, Minato-Ku, Tokyo.

OSAKA: 2ND INTERNATIONAL FAIR OF PLASTICS – October 9-18
Apply, Plastic Society of Japan, The Osaka Municipal Technical Research Institute Building, Kita-Oginachi, Kita-Ku, Osaka.

TOKYO: INTERNATIONAL TOY FAIR – October 15-18
Apply, Japan International Toy Fair Association, 3-14-11 Kotobuki, Taito Ku, Tokyo.

TOKYO: 10TH TOKYO AUTO SHOW (INTERNATIONAL) – November 13-20
Apply, Japan Automobile Importers Association, Mubanchi, Yotsuya 1-Chome, Shinjuku-Ku, Tokyo.

TORONTO: CONSTRUCTION PUBLIC WORKS AND MUNICIPAL EQUIPMENT SHOW–December 9-12
Apply, Lloyd Haines, Show Manager, Industrial and Trade Show of Canada, 481 University Avenue, Toronto, Ontario.

Amendment – 1969

MELBOURNE: 5TH INTERNATIONAL ENGINEERING SHOW
The Board of Trade has been informed that this event will take place from August 4-9.

Additions – 1969

ATLANTIC CITY: CHINA AND GLASS SHOW – January
Apply, Walter Nelson Esq., 71 W. 23rd Street, New York.

TEHRAN: 2ND ASIAN INTERNATIONAL TRADE FAIR – October 5-24
Apply, 2nd Asian International Trade Fair, Iran Exhibitions Organization, Ministry of Economy, PO Box 22, Tajrish-Tehran.

TRADE FAIRS AND EXHIBITIONS IN THE UNITED KINGDOM – Section IV

Amendment – 1968

BRIGHTON: SMALLWARES AND KNITYARNS TRADE FAIR
The address and the telephone number should be amended to read:
Iliffe Exhibitions Ltd., Dorset House, Stamford Street, London, S.E.1 (Tel. 01-938 3333).

Addition – 1968

LONDON: INTERNATIONAL WATCH AND JEWELLERY TRADE FAIR – September 9-13. At Olympia
* Apply, Industrial and Trade Fairs Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

Amendment – 1969

LONDON: LONDON INTERNATIONAL ENGINEERING AND MARINE EXHIBITION AND THE INTERNATIONAL WELDING EXHIBITION
The Board of Trade has been informed that this event will take place from April 22-30 and not April 22-May 1 as previously published.

Additions – 1969

GLASGOW: SCOTTISH LICENSED TRADE, HOTEL AND CATERING EXHIBITION (SCOTTISH HOSPITALITY) – February 24-March 5. At Kelvin Hall.
Apply, Trade & Technical Exhibitions (Scotland) Ltd., 1 Dorset Buildings, Salisbury Square, London, E.C.4 (Tel. Fleet Street 1555).

LONDON: EFFLUENT AND WATER TREATMENT EXHIBITION AND CONVENTION – March 25-28. At Earls Court
† Apply, Thunderbird Enterprises Ltd., 3 Clements Inn, London, W.C.2 (Tel. 01-242 1200).

LONDON: INTERNATIONAL CHEMICAL AND PETROLEUM ENGINEERING EXHIBITION – April 22-30. At Earls Court.
Apply, F. W. Bridges & Sons Ltd., Commonwealth House, 1-19 New Oxford Street, London, W.C.1 (Tel. 01-242 9011).

Addition – 1970

LONDON: LONDON INTERNATIONAL STAMP EXHIBITION (PHILYMPIA 1970) – September 19-26. At Olympia
Apply, The London International Stamp Exhibition, 41 Devonshire Place, London, W.1 (Tel. Hunter 1044).

EXPORT PUBLICITY FOR INDUSTRY

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, films for television and other screening. Contact should be made with the nearest Regional Office:

NORTHERN: Mr. A. A. McLoughlin, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1. (Newcastle 27575 – Telex 53277).

EAST & WEST RIDINGS: Mr. D. de M. Guilfoyle, OBE, City House, Leeds, 1. (Leeds 38232 – Telex Econ Plan 55472 – message to be prefixed For COI).

NORTH MIDLAND: Mr. J. W. Dunscombe, MBE, Cranbrook House, Cranbrook Street, Nottingham. (Nottingham 46121 – Telex 37572).

EASTERN: Mr. P. L. K. Schwabé, MVO, Block A, Government Buildings, Brooklands Avenue, Cambridge. (Cambridge 58911 – Telex 8118).

LONDON & SOUTH EASTERN: Mr. E. A. Hunt, Hercules Road, Westminster Bridge Road, London, S.E.1. (Waterloo 2345 – Telex 22737/8).

SOUTHERN: Mr. P. T. Ede, Market Place House, Reading. (Reading 55621 – Telex 84216).

SOUTH WESTERN: Mr. W. J. D. Irving, The Pithay, Bristol, 1. (Bristol 21071 – Telex 44203).

MIDLAND: Mr. R. Dean, OBE, Five Ways House, Islington Row, Birmingham, 15. (Birmingham Mid 8191 – Telex 33376).

NORTH WESTERN: Mr. H. V. Tillotson, Sunley Building, Piccadilly Plaza, Manchester, 1. (Deansgate 9111 – Telex 66199).

SCOTTISH OFFICE: Scottish Information Office, St. Andrew's House, Edinburgh, 1. (Waverley 8501). *District Office:* 314 St. Vincent Street, Glasgow, C3. (Central 5670 – Telex 77583).

ULSTER OFFICE: Director of Information, Northern Ireland Information Service, Stormont Castle, Belfast. (Belfast 63011).

WELSH OFFICE: Mr. Idris Evans, MVO, Director, Welsh Information Division, 42 Park Place. (Cardiff 30441 – Telex 49327).

Overseas Trade and Exports

TRADE AND FINANCIAL ARRANGEMENTS

United Kingdom and East Germany: quotas for 1968

THE *Board of Trade Journal* of January 26, 1968 reported that the Confederation of British Industry and the East German Chamber of Foreign Trade had negotiated a trade arrangement for 1968.

The respective authorities of the two parties have agreed to issue the necessary import licences. The value of any licences already issued for 1968 will be offset against the respective quotas as reproduced below.

LIST A – UNITED KINGDOM EXPORTS
January 1, 1968-December 31, 1968

PART I

General facilities up to a value of £15.895 million f.o.b. will be given for exports of United Kingdom goods not contained in Part II of this list and will be given especially for the following types:

Fish meal of United Kingdom origin or manufacture
Barley
China and ball clay
Chemicals and pharmaceuticals not elsewhere specified, including antioxidants, oil additives and lubricants, cable insulating oils and pastes, chlorinated paraffin wax, plasticizer alcohols, silicones, tin oxide, nickel sulphate, nickel oxide, synthetic iron oxides, titanium dioxide, sodium perborate, rubber chemicals, spectrographically standardized substances, thermal insulation (85 per cent magnesium or asbestos or calcium silicate), light magnesium oxide, light magnesium carbonate, essential oils, flavouring essences and dyes for food
Dyestuffs and pigments
Printers' inks, paints, varnishes and carbon black
Plastic materials (other than transparent cellulose film for wrapping and similar purposes) and cellulose acetate flake
Transparent cellulose film for wrapping and similar purposes
Cotton yarns
Man-made fibres and yarns thereof
Agricultural and industrial tractors and agricultural machinery and parts thereof, road building machinery and other civil engineering equipment not elsewhere specified
Pulp and paper making machinery
Textile machinery (including hosiery and knitting machinery)
Printing machinery and machinery and equipment for the graphic arts
Chemical plant (including pumps, compressors, etc.) and plastic and rubber working machinery
Radio and television equipment
Telecommunications equipment
Machinery for moulding and manipulating glass
Machinery for making TV tubes, radio valves, electric light bulbs and fluorescent tubes, etc.
Ships' equipment, including chains for ships and ships' gear
Rolls for rolling mills, ball and roller bearings, castings and forgings, and rolling mill equipment
Industrial and marine engines and motors (including electrical)
Mechanical handling equipment, including cranes and similar equipment
Industrial trucks and works tractors
Packaging machinery
Oil fuel burning equipment
Tanning and leather machinery (including boot and shoe making machinery)
Other plant, machinery and equipment (and parts therefor) including electric furnace plant, boilers and boilerhouse plant, brick, tile, pottery and clay-working machinery, commercial and industrial refrigeration equipment, electricity generating and distributing equipment, nickel-cadmium batteries, cement making machinery, office machinery, (other than automatic data processing machinery) food machinery and welding equipment
Sheet, plate, safety, mirror and optical glass and miscellaneous glass for electronic and lighting purposes
Industrial control valves
Insulated and galvanized wires and cables
Aircraft and aircraft equipment, engines and parts
Automatic data processing machinery and equipment
Complete factories and plant
Iron and steel and semi-manufactures thereof
Non-ferrous metals and semi-manufactures thereof
Railway Carriages and parts
X-ray and electro-medical equipment

LIST A – PART II

The following specific quotas are established:

Item No.	Description	Value £'000 f.o.b.
1	Herrings (cured and frozen)	50
2	Herbage seed	40
3	Whisky and other spirits	85
4	Miscellaneous foodstuffs and beverages not elsewhere specified including ketchup and sauces, processed cheese, canned salted nuts, peanut butter, canned and dried soups, preserves, soft drinks, roast coffee, coffee extracts and essences, cocoa powders, chocolate and sugar confectionery, biscuits and cereal breakfast foods, spices of United Kingdom origin or manufacture, white fish, canned fish, cod liver oil, malt	130
5	Breeding animals and birds	p.m.
6	Toilet preparations	10
7	Leather and leather goods	10
8	Rubber manufactures including thread (covered and uncovered), surgical manufactures and tyres and tubes	100
9	Wood veneers	40
10	Speciality papers, including tea bag paper and coated papers for cigarette tipping	10
11	Woollen fabrics	40
12	Textile manufactures not elsewhere specified including clothing, lace, narrow and wide elastic fabrics and man-made fibre fabrics	60
13	Hard fibre ropes (manila and sisal), trawl twine (natural and man-made), and nets and netting of natural and man-made fibres	5
14	Mohair yarns	50
15	Carbon products of various kinds	50
16	Refractory goods including crucibles and crusilite	20
17	Hand tools and engineers small tools	30
18	Machine tools including presses, settle and foil making machines	350
19	Commercial vehicles and parts	500
20	Products of the passenger car, motor cycle and cycle industries (including components, replacement and production parts and accessories) and transport service equipment	30
21	Domestic radio and television equipment and gramophones	15
22	Clocks and watches and instruments and apparatus not elsewhere specified, including photographic apparatus, cinematograph projectors and cameras, optical instruments, electrical instruments (scientific and commercial), industrial, regulating, recording and controlling instruments, precision measuring instruments, petrol and oil metering devices, scientific instruments, other medical and surgical instruments and appliances, electrical testing instruments	400
23	Exposed film	25
24	Pianos (including automatic) and other musical instruments and parts	15
25	Books, periodicals, transfers and gramophone records including language teaching records	75
26	Sports goods and games and toys of all kinds	15
27	Miscellaneous consumer goods not elsewhere specified including the following:	200
	Pressure cookers Costume and other jewellery Safety razors and blades Mechanical lighters Sewing machines Office furniture and appliances and stationers sundries Wooden domestic furniture and bedding Electric lamps and domestic electrical appliances including refrigerators and washing machines and parts Film, unexposed, photographic paper and X-ray films Cutlery and other domestic hardware	
	TOTAL	2,355

LIST B – UNITED KINGDOM IMPORTS

January 1, 1968-December 31, 1968

SECTION I

Quota No.	Description	Value £'000 c.i.f.
1	Hosiery and knitting machines (including domestic types), other textile machines including knitting needles, accessories and spares, steaming dummies, machinery for the leather and shoe industry, (of which not more than £100,000 for machines for fabric production)	300
2	Sewing machines (domestic and industrial) and parts	125
3	Miscellaneous machinery not elsewhere specified of which not more than £150,000 for agricultural machinery with or without power drive (and including machine tools of which not more than £350,000 for any one type of metal working machine tool) subject to type	2,000
4	Typewriters, calculating machines (including key set calculators), accounting and invoicing machines and book-keeping machines (of which not more than £120,000 for typewriters)	400
5	Photographic and cinematographic apparatus, cameras and equipment, including lenses. Optical instruments, including lenses and optical elements, refracting telescopes, astronomical instruments, microscopes, optical appliances and instruments, optical surveying instruments. Industrial process measuring and control and scientific instruments. Gauges and measuring instruments of precision, of the types used in engineering machine shops and viewing rooms, including precision drawing, marking-out and mathematical calculating instruments	1,100
6	Clocks and watches, including electric wrist watches (of which not more than £10,000 for mechanical clocks)	30
7	Hand tools and engineers' small tools, tool boxes, abrasive materials	70
8	Aluminium and other metal hollow-ware (of which not more than £2,000 for enamel and stainless steel hollow-ware), cutlery and metal household articles	30
9	Oil stoves, including spirit and paraffin cookers (subject to type)	5
10	Bicycle parts and accessories and accessories for motor vehicles	15
11	Tyres and tubes	15
12	Motor vehicle and parts	610
13	Motor-cycles, auto-cycles fitted with an auxiliary motor; with or without side-cars; side-cars of all kinds; and parts and accessories thereof	50
14	Wireless sets and parts (other than valves), radiograms and tape recorders (of which not more than £16,000 for transistorized wireless sets)	90
15	Wireless valves not exceeding 50 watts anode dissipation	55
16	Transmitting and special valves exceeding 50 watts anode dissipation	10
17	Component parts for telecommunication engineering other than valves and semi-conductors	20
18	Domestic electrical and heating apparatus (including washing machines), electric light fittings (excluding lamp bulbs and tubes) (of which not more than £20,000 for electric light fittings)	40
19	Leather goods and similar goods made of synthetic or other artificial materials and travel goods, including rucksacks and evening bags	140
20	Sports and camping goods not elsewhere specified (of which not more than £7,500 for tents and sleeping bags made wholly or mainly of cotton and not more than £7,500 for fishing tackle)	75
21	Sports boats, including outboard motors	75
22	Sporting guns (including spare parts)	30
23	Educational appliances (subject to type)	25
24	Table decorations	15
25	Artificial flowers, foliage or fruit (of which not more than £35,000 for items of textile materials)	55
26	Soap, candles and cosmetics	10
27	Domestic woodware, including hand-carved woodware and furniture	350
28	Brooms and brushes	70
29	Toys (including musical toys, dolls' prams and children's scooters)	150
30	Christmas tree decorations	35
31	Musical instruments, parts and accessories (of which not more than £15,000 for pianos and harmoniums)	275
32	Prams	25
33	Plastic household articles	25
34	Fancy goods and imitation jewellery (not elsewhere specified)	55
35	Technical porcelain goods	10
36	Table and fancy pottery (of which not more than £80,000 for ornamental ware)	160
37	Meissen porcelain	20
38	Household glass, other than Christmas tree decorations (of which not more than £30,000 for glassware decorated by gold enamelling, cutting, etching, engraving or intaglio)	80
39	Illuminating glassware and glass for industrial purposes	35
40	Barometers and thermometers (excluding clinical thermometers)	5
41	Apparel not elsewhere specified, excluding footwear, hats and headgear but including made-up furs, tracksuits and underwear (of which not more than £35,000 for apparel wholly or mainly of cotton)	85
42	Stockings and socks	40
43	Gloves	10
44	Footwear (other than of rubber)	25
45	Blankets and travel rugs (of which not more than £10,000 for those made of cotton and/or man-made fibres)	30
46	Piece-goods of wool or of wool and man-made fibres containing not less than 30% by weight of wool fibres	80
47	Linen goods (excluding towels and towelling)	5
48	Lace	10
49	Trimmings other than lace	20
50	Carpets (of which not more than £30,000 for carpets of materials other than wool or animal hair)	320
51	Paper and board and manufactures thereof (other than paper stationery)	30
52	Stationery including calendars, beer mats, stamped and embossed articles, carnival articles, pencils (of which not more than £20,000 for playing cards)	35
53	Books and periodicals, stamp albums and art prints	230
54	Sound recording magnetic film, fully coated, 16 mm. and 35 mm.	50
55	Films unexposed, photographic paper and X-ray films	60
56	Chemicals including pharmaceutical chemicals and plastic materials (subject to type)	700
57	Kainit	160
58	Paraffin wax	240
59	Grass seeds, all sorts, subject to quality control	40
60	Various foodstuffs, including biscuits, sweets, alcoholic liquors, spirits and beers, mustard, soups, preserved fruits and vegetables (subject to type)	50
61	Miscellaneous (subject to type)	245
	TOTAL	9,150

SECTION II

The following figures represent targets which may or may not be reached or surpassed, but imply no binding obligations on either side:

Muriate of Potash	£3.6 million
Various goods included in the United Kingdom O.G.L. List	£5.5 million

Kennedy Round tariff reductions

THE GOVERNMENT of the Republic of Ireland implemented on January 1, 1968 the tariff concessions due on that date in accordance with the General Notes to the Republic of Ireland's Schedule of Concessions. In addition, the Irish Republic has brought forward to the same date the tariff reductions which were scheduled to be made on January 1, 1969.

South Africa began the implementation of the concessions it had agreed in the Kennedy Round on January 1, 1968.

On the same date, Poland began to implement its commitments agreed to during the Kennedy Round negotiations.

Italy and Poland

THE ITALIAN Ministry of Foreign Trade in a circular dated December 5, 1967, has announced that pending talks between Italy and Poland for the establishment of a commercial protocol for 1968 under the long-term agreement of February 25, 1965, the validity of the quotas agreed for 1967 will be extended for the period January 1 to December 31, 1968.

The Italian text of the quota lists can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E57, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757), to whom inquiries should be addressed quoting CRE 1902/G.

India and Poland

ON JANUARY 10 the Governments of India and Poland signed a trade agreement envisaging a total trade of £33.3 million between the two countries during 1968.

Under the agreement, India will export railway wagons and trucks, steel pipes and tubes, hand tools, diesel engine castings and leather manufactures to Poland as well as traditional commodities such as tea and jute goods. Exports from Poland to India will include fishing vessels, ships' equipment, sulphur, urea, zinc and a variety of machine tools and capital goods.

Any inquiries relating to this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, Room 337, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2277), quoting reference CRE 6224/G.

Austria and Czechoslovakia

IT HAS BEEN reported that a trade protocol was signed on November 24, 1967, in Prague.

The protocol takes effect within the framework of the existing Long-Term Trade Agreement between the two countries and introduces new quota lists for the period beginning January 1, 1968.

A German text of the protocol may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E49, Hillgate House, 355 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Rumania and Austria

THE *Board of Trade Journal* dated June 9, 1967, published details of a Long Term Trade Agreement between the two countries. For the period beginning January 1, 1968, a revised list for the imports into Austria from Rumania comes into force.

A German text of the list may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Information for exporters

Brief details are given below of some of the Calls for Tender reported in recent issues of the **Export Service Bulletin.**†

For further information contact Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 *5757, Ext.* 404 *and* 406. *Telex* 886143 *AB: Bothillgate, Ldn.). Quote country, commodity and E.S.B. reference number. The date given is the closing date and refers to the current year unless otherwise indicated. An asterisk implies that tender documents are available on loan. The number in brackets is that of the Bulletin in which the inquiry appeared. Copies of these Bulletins may be obtained from the address above at* 2*s. each. Remittance with order please.*

ALGERIA

(18/68) Construction of Water Supply for Genie Rural et de l'Hydraulique Agricole. February 15. E.S.B. 2064/68.

(17/68) Paper for State Flour Milling Concern. (Further Information.) Tender documents now available. E.S.B. 1333/68.*

AUSTRALIA

(18/68) Telephone System for Commissioner for Railways. February 21. E.S.B. 2505/68.*

(16/68) Yarn Twisting Machine for Commonwealth Scientific and Industrial Research Organization. (Further Information.) Tender documents now available. E.S.B. 1658/68.*

Contracts Board Department of Supply:

(16/68) Milling Machine. (Further Information.) Tender documents now available. E.S.B. 1655/68.*

(18/68) Air Traffic Control Facilities. (Further Information.) Tender documents now available. E.S.B. 1656/68.*

(20/68) Diesel Electric Locomotives for State Tender Board of Western Australia. February 22. E.S.B. 3102/68.*

BELGIUM

(16/68) Lamps and Lampholders for Headquarters Command. February 23. E.S.B. 2039/68.*

BURMA

(19/68) Paper and Board for Central Press. February 15. E.S.B. 2565/68.*

(20/68) Rubber Water Stop; Vulcanizing Equipment for Electricity Supply Board. February 28. E.S.B. 2600/68.*

Government Dockyard:

(20/68) Welding Equipment. February 20. E.S.B. 2578/68.*

(21/68) Miscellaneous Equipment. February 20. E.S.B. 3187/68.*

(21/68) Nuts and Bolts; Needles. February 28. E.S.B. 3198/68.*

Irrigation Department:

(16/68) Hydraulic Testers. February 15. E.S.B. 1843/68.*

(16/68) Concrete Mixers; Pumps. February 15. E.S.B. 2001/68.*

(19/68) Contractor's Vehicles. February 20. E.S.B. 2546/68.*

(19/68) Generators; Battery Chargers; Floodlights. February 15. E.S.B. 2547/68.*

(21/68) Drawing Instruments; Surveying Instruments; Rubber Dinghies. February 15. E.S.B. 3407/68.*

Mineral Development Corporation:

(19/68) Laboratory Equipment. February 15. E.S.B. 2569/68.*

(19/68) Builders' Supplies. February 15. E.S.B. 2562/68.*

(19/68) Electrical Equipment. February 15. E.S.B. 2570/68.*

Myanma Export Import Corporation:

(19/68) Diesel Engine Spare Parts. February 14. E.S.B. 2557/68.*

A big export potential for this new, low-cost oxygen tent is forecast when production models were shown in public for the first time recently. The tent, which has been backed by the National Research Development Corporation, will cost £21 *– a price which brings oxygen tent facilities within the means of even the smallest hospital. It will be marketed as the 'Hi-Con-Tent' by two licensees – Medical and Industrial Equipment Ltd., of* 40 *Broadwick Street, London, W1 (a subsidiary of AD International Ltd., the dental and medical group), and by Plastics by Denbar Ltd., of Curtain Road, London, EC2. Mr. M. Wagstaff of NRDC's Scientific Equipment Group, said: 'The interest being shown is terrific – and not only in the United Kingdom. Inquiries have been received from countries all over the world. Because it can be used in medically unsophisticated environments, it is of special interest to developing countries. If you have a patient, a bed, and a controlled supply of oxygen, you can use it.'*

(19/68) Vehicles; Outboard Motors. February 20. E.S.B. 2583/68.*

(19/68) Cotton Yarn. February 17. E.S.B. 2572/68.*

(19/68) Storage Tanks. March 15. E.S.B. 2573/68.*

(19/68) Log Loading Tractors. March 4. E.S.B. 2574/68.*

(19/68) Textile Machinery Accessories. February 19. E.S.B. 2575/68.*

(19/68) Workshop Tools. February 20. E.S.B. 2576/68.*

(19/68) Radio Telephone and Electrical Equipment. February 20. E.S.B. 2577/68.*

(20/68) Marine Diesel Engines. February 14. E.S.B. 3187/68.* 3192/68* and 3193/68.*

(20/68) Carbon Spring Steel Flat. February 21. E.S.B. 3194/68.*

(21/68) Nuts and Bolts. February 16. E.S.B. 3411/68.*

(21/68) Marine Diesel Engines. February 15. E.S.B. 3412/68.*

(21/68) Marine Diesel Engines. February 14. E.S.B. 3186/68.*

(21/68) Steel. February 16. E.S.B. 3402/68.*

(21/68) Steel Wire. February 16. E.S.B. 3403/68.*

(21/68) Galvanized Iron Sheets. February 16. E.S.B. 3404/68.*

(21/68) Platinum Alloy for Railway Board. February 21. E.S.B. 3189/68.*

(19/68) Workshop Equipment for Road Transport Board. February 29. E.S.B. 2564/68.

People's Oil Industry:

(16/68) Turbo Alternator Spare Parts. February 15. E.S.B. 3235/68.*

(19/68) Iron and Steel Products. March 15. E.S.B. 2545/68.*

(16/68) Pump. February 19. E.S.B. 1889/68.*

(16/68) Drilling Accessories. February 29. E.S.B. 1890/68.

(19/68) Scientific Instruments. February 19. E.S.B. 2552/68.*

(19/68) Pressure Gauges. March 15. E.S.B. 2532/68.*

(19/68) Switchgear. February 23. E.S.B. 2543/68.*

(19/68) Microfilter. March 15. E.S.B. 2544/68.*

(20/68) Storage Tanks. March 31. E.S.B. 3188/68.*

(21/68) Wire Clips; Steel Balls; Plate Belt Fasteners; Hose Clips. March 16. E.S.B. 3190/68.*

(21/68) Pine Oil. February 28. E.S.B. 3406/68.*

(21/68) Dyes. February 28. E.S.B. 3405/68.*

(21/68) Heat Exchanger. March 16. E.S.B. 3408/68.*

(21/68) Thermometers and Spare Parts. January 29. E.S.B. 3409/68.*

(21/68) Transfers. February 28. E.S.B. 3431/68.*

(21/68) Anchors, Chain and Shackles. February 28. E.S.B. 3432/68.*

(21/68) Grinder. March 31. E.S.B. 3433/68.*

(21/68) Seamless Steel Line Pipe. March 30. E.S.B. 3434/68.*

(21/68) Gate Valves. March 30. E.S.B. 3435/68.*

Public Works Corporation:

(19/68) PVC Water Stops. February 26. E.S.B. 2541/68.*

(21/68) Caulking Compound. March 4. E.S.B. 3196/68.*

State Timber Board:

(16/68) Auto-Truck Trailers. February 29. E.S.B. 1845/68.*

(16/68) Cranes, Winch and Hoists. February 29. E.S.B. 1847/68.*

(21/68) Log Skidder. March 11. E.S.B. 3200/68.*

(19/68) Chemicals for Textile Mills Procurement Committee. February 19. E.S.B. 2567/68.*

(21/68) Nylon and Cotton Yarn for Textile Planning Committee. February 20. E.S.B. 3195/68.*

CANADA

Manitoba Hydro:

(17/68) Mobile Two-Way Radio Units. February 16. E.S.B. 2058/68.*

(18/68) Lifts. February 20. E.S.B. 2521/68.*

†*The* **Export Service Bulletin,** *a 'must' for exporters, is published daily from Monday to Friday. A week's issues may contain as many as* 500 *calls for tender in addition to numerous inquiries from foreign firms for British goods, offers to represent British companies in overseas markets, reports on foreign markets for selected products, etc. Each quarter an issue entitled, 'World Economic Comments', summarizes the economic conditions in more than* 100 *countries. Special supplements devoted to particular countries are also published from time to time. A year's subscription, which will bring you all the issues, costs only* £10 10*s.*

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CEYLON

(20/68) Drugs: Dispensary Equipment for Municipal Treasurers Department. February 22. E.S.B. 2579/68.*
State Engineering Corporation:
(16/68) Channel/Angle Iron. February 21. E.S.B. 2014/68.*
(16/68) Iron Pipes. February 22. E.S.B. 2015/68.*
(16/68) Steel Wire Ropes. February 23. E.S.B. 2016/68.*

COSTA RICA

(18/68) Construction of Pier for Proveeduria Nacional May 10. E.S.B. 2506/68.

ETHIOPIA

(17/68) Generator Set for Imperial Board of Telecommunications. February 19. E.S.B. 2059/68.*

FORMOSA

Central Trust of China:
(20/68) Snatch Block. February 19. E.S.B. 3132/68.*
(20/68) Electronic Components. February 24. E.S.B. 3135/68.*
(20/68) Generator. February 16. E.S.B. 2581/68.*
(20/68) Telefax Equipment. February 19. E.S.B. 3133/68.*
(20/68) Fork-Lift Trucks. February 24. E.S.B. 3134/68.*
(20/68) Drain Separator. February 19. E.S.B. 3163/68.*
(20/68) Pipes and Fittings. February 19. E.S.B. 3162/68.*
(20/68) Drill Bits. February 17. E.S.B. 3161/68.*
(20/68) Tyres and Tubes. February 22. E.S.B. 3156/68.*
(20/68) Emulsifying Agent. February 19. E.S.B. 3139/68.*
(20/68) Chemicals. February 19. E.S.B. 3157/68.*
(20/68) Microwave System Spare Parts. February 19. E.S.B. 3158/68.*
(20/68) Station Wagons. February 19. E.S.B. 3159/68.*
(20/68) Graphite. February 16. E.S.B. 3160/68.*
(20/68) Sulphur Determination Apparatus. February 16. E.S.B. 3164/68.*

GREECE

Ministry of Commerce:
(18/68) Threshing Machines. February 23. E.S.B. 2518/68.*
(18/68) Vehicles. February 14. E.S.B. 2520/68.*
(18/68) Transceivers for Ministry of Trade. February 23. E.S.B. 2519/68.*
Public Power Corporation:
(18/68) Junction Boxes and Connections. February 17. E.S.B. 2524/68.
(18/68) Measuring Instruments. February 20. E.S.B. 2525/68.

HONG KONG

(19/68) PVC Pipes for Controller of Stores. March 1. E.S.B. 2598/68.*

INDIA

(19/68) Capacitor Bank Equipment for Bhakra Management Board. (Further Information.) Tender documents now available. 46719/67.*
(17/68) Tin Ingots for Bharat Earth Movers Ltd. February 20. E.S.B. 2074/68.*
(18/68) Shunt Capacitor for Bihar State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 1385/68.*
Director General of Supplies and Disposals:
(16/68) Boring and Mining Machines. (Further Information.) Tender will be obtained from indigenous sources only. E.S.B. 1649/68.*
(17/68) Spindle Units. (Further Information.) E.S.B. 1650/68.*
(18/68) Telephone Cable. Closing date postponed to February 22. E.S.B. 44995/67.*
(18/68) Swaging Machine. (Further Information.) Tender postponed until further notice. E.S.B. 40451/67.
(19/68) Lens Grinding and Polishing Machines. February 21. E.S.B. 2596/68.*
(20/68) Forging Hammer. February 20. E.S.B. 2597/68.*
(21/68) Jig Boring Machine. (Further Information.) Closing date postponed to February 16. E.S.B. 44947/67.*
(21/68) Mercury Fulminate Plant. March 12. E.S.B. 3168/68.*
(21/68) Steel Rods. February 20. E.S.B. 3169/68.*
(18/68) Construction of Aircraft Maintenance Hangar for Indian Airlines. February 21. E.S.B. 2517/68.
(20/68) Chemicals Raw Materials for Indian Drugs and Pharmaceuticals Ltd. (Further Information.) Tender documents now available. E.S.B. 2073/68.*
Indian Telephone Industries Ltd.:
(16/68) Clophene. (Further Information.) Tender documents now available. E.S.B. 1191/68.*
(17/68) Tool Milling Machine. (Further Information.) Tender documents now available. E.S.B. 1195/68.*
Maharashtra State Electricity Board:
(18/68) Chemicals. (Further Information.) Tender documents now available. E.S.B. 982/68.*
(18/68) Oil and Grease. (Further Information.) Tender documents now available. E.S.B. 983/68.*
(18/68) Transmission Lines. February 20. E.S.B. 2501/68.

(20/68) Grooved Rubber Pads for Ministry of Railway. March 18. E.S.B. 2595/68.
(19/68) Storage Tanks for M.P. Electricity Board. (Further Information.) E.S.B. 948/68.
(19/68) Wheels, Tyres and Axles for Railway Stores. (Further Information.) Tender schedule and conditions now available. E.S.B. 2012/68.*
(18/68) Transformers for West Bengal State Electricity Board. (Further Information.) Tender documents now available. E.S.B. 1190/68.*

IRAN

Iranian State Railways:
(19/68) Welding Machine. March 2. E.S.B. 2504/68.*
(19/68) Widia Tips. March 2. E.S.B. 2553/68.*

IRAQ

(20/68) Chemicals and Galenicals for General Establishment for Drugs. (Further Information.) Tender documents now available. E.S.B. 45676/67.*
(20/68) Battery Components for Ministry of Defence. February 17. E.S.B. 3118/68.
(20/68) Stationery for Ministry of Finance. March 17. E.S.B. 3125/68.
Ministry of Municipalities and Works:
(20/68) Construction of University Buildings. February 27. E.S.B. 3114/68.
(20/68) KWH Meters. February 19. E.S.B. 3115/68.
(20/68) Switches and Fuses. February 19. E.S.B. 3119/68.
(20/68) Water Supply Scheme. April 2. E.S.B. 3127/68.

IRISH REPUBLIC

(20/68) Building and Waterworks Materials for Kildare County Council. February 14. E.S.B. 3104/68.*
(19/68) Orthopaedic Appliances; Artificial Limbs for Meath County Council. February 16. E.S.B. 3106/68.
(19/68) Filtration and Water Treatment Plant for Clare County Council. February 29. E.S.B. 3105/68.*

JORDAN

(16/68) Cable and Joint Boxes for Jordan Electric Power. February 21. E.S.B. 2006/68.

KUWAIT

(17/68) Audio Mixing Desks for The Ministry of Guidance and Information. February 14. E.S.B. 2052/68.*

LEBANON

(21/68) Cable Boxes for Direction Generale de Telephones, Immeuble P.T.T. (Central). (Further Information.) Tender documents now available. E.S.B. 2061/68.*
(17/68) Timber for United Nations Relief and Works Agency for Palestine Refugees. February 15. E.S.B. 2060/68.*

MALAYSIA

(20/68) Medical Supplies for Federal Divisional Tenders Board. February 21. E.S.B. 3165/68.
(18/68) Anti-Biotics; Textiles for Ministry of Health. March 18. E.S.B. 2523/68.*
(20/68) Medals for State Divisional Tenders Board. March 6. E.S.B. 3150/68.*

MALI, REPUBLIC OF

Regie du Chemin du Fer du Mali:
(21/68) Railway Wagons. March 10. E.S.B. 3424/68.*
(21/68) Railway Coaches. March 10. E.S.B. 3425/68.*

MALTA

Accountant General:
(16/68) Food Colouring Powder. February 22. E.S.B. 2033/68.*
(16/68) Surgical Stockings. February 15. E.S.B. 2034/68.*
(16/68) Guillotine. February 15. E.S.B. 2036/68.*
(16/68) Planing and Thicknessing Machine. February 15. E.S.B. 2037/68.*
(16/68) Telephone. February 15. E.S.B. 2038/68.*
(18/68) Booster Pumps. February 22. E.S.B. 2526/68.*
(21/68) Drugs and Chemicals. February 29. E.S.B. 3167/68.*
(16/68) Copper Wire for Malta Electricity Board. February 20. E.S.B. 2040/68.*
(16/68) Steel Joists for Treasury. February 15. E.S.B. 2032/68.*

MEXICO

(16/68) Transformers for Comision Federal De Electricidad. February 16. E.S.B. 2008/68.*

MOZAMBIQUE

Ports, Railways and Transport Department:
(16/68) Vacuum and Hand Brakes. (Further Information.) Tender documents now available. E.S.B. 1169/68.*
(16/68) Locomotive Spare Parts. (Further Information.) Tender documents now available. E.S.B. 1170/68.*
(16/68) Permanent Way Equipment. (Further Information.) Tender documents now available. E.S.B. 1175/68.*
(16/68) Coupling and Traction Apparatus. (Further Information.) Tender documents now available. E.S.B. 1183/68.*
(16/68) Railway Signalling Equipment. April 8. E.S.B. 1877/68.*

NETHERLANDS

(19/68) Maintenance Works for Director of Zuiderzee Works. February 14. E.S.B. 2529/68.

NEW ZEALAND

(20/68) Television Equipment for Auckland Regional Authority. March 13. E.S.B. 2599/68.*
(19/68) Valves for General Post Office. February 29. E.S.B. 2594/68.*
(16/68) Construction of School for Massey University Council. Closing date not stated. E.S.B. 2007/68.

PAKISTAN

Directorate of Supply:
(18/68) Aluminium Foil. (Further Information.) Tender documents now available. E.S.B. 2009/68.*
(18/68) Microtome; Tissue Processor. February 14. E.S.B. 2511/68.*
(18/68) Battery Chargers. February 15. E.S.B. 2513/68.*
(21/68) Veterinary Products; Chemicals. February 26. E.S.B. 3429/68.*
(21/68) Laboratory Apparatus. February 19. E.S.B. 3430/68.*
(18/68) Laboratory Equipment for Government of East Pakistan. February 17. E.S.B. 2512/68.*
(18/68) Kitchen and Dining Room Equipment for East Pakistan Agricultural University. (Further Information.) Tender documents now available. E.S.B. 979/68.*
(18/68) Spare Parts for Milling Machine for East Pakistan Industrial Development Corporation. February 15. E.S.B. 2509/68.*

PERU

(16/68) Load Despatching Centre for Empresas Electricas Asociadas. March 29. E.S.B. 2730/68.

PHILIPPINES, REPUBLIC OF

(21/68) Overhead Travelling Cranes for The National Power Corporation. March 5. E.S.B. 3436/68.*

SAUDI ARABIA

(17/68) Pump and Machinery for Ministry of Agriculture. Closing date not known. E.S.B. 2063/68.

SINGAPORE, REPUBLIC OF

(19/68) Woodworking Machine; Hand Tools and Metalwork for Central Supplies Office. February 14. E.S.B. 2527/68.
(20/68) Vehicles for Public Works Department. February 23. E.S.B. 3111/68.*

SOUTH AFRICA

Cape Provincial Tender Board:
(18/68) Bookbinding Cloth. February 20. E.S.B. 2082/68.*
(20/68) Vibrating Rollers. March 15. E.S.B. 3107/68 and E.S.B. 3108/68.
(20/68) Soil Compactors. March 15. E.S.B. 3109/68.
State Tender Board:
(18/68) Grease Proof Paper. February 16. E.S.B. 2084/68.*
(18/68) Nainsook and Cotton Sheeting for Cape Provincial Tender Board. February 20. E.S.B. 2081/68.*

(Continued on next page)

A LIBRARY FOR EXPORTERS

Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

The library opens from 9 to 5.30, Mondays to Fridays. **(Tel. 01-248 5757, Ext. 368 or Telex No. 886143).**

INFORMATION FOR EXPORTERS, *continued*

SUDAN

Sudan Railways:
(16/68) Locomotives. March 4. E.S.B. 3011/68.
(20/68) Marking and Boring Machine. March 14. E.S.B. 3112/68.*

SYRIAN ARAB REPUBLIC

(16/68) Construction of Bicycle and Motorcycle Plant for Ministry of Petroleum and Electricity. February 15. E.S.B. 2010/68.*

THAILAND

(18/68) Stainless Steel Sheet for State Railways of Thailand. February 16. E.S.B. 2100/68.

TRINIDAD AND TOBAGO

(16/68) Cable for Trinidad and Tobago Electricity Commission. February 21. E.S.B. 2013/68.*

TURKEY

(21/68) Bus Insulators for Etibank Genel Mudurlugu. March 4. E.S.B. 3180/68.

U.A.R. (EGYPT)

(20/68) Klingerite; Asbestos for Mechanical and Electrical Engineering Department. February 27. E.S.B. 3103/68.

URUGUAY

(17/68) Vehicles for Intendencia Municipal de Montevideo Direccion de Proveeduria y Almacenes. March 12. E.S.B. 2069/68.
State Electricity Board (U.T.E.):
(17/68) Iron Ingots. 1st call March 12; 2nd call March 18. E.S.B. 2070/68.
(17/68) Cable Fault Tracing Vehicles. 1st call March 26; 2nd call April 1. E.S.B. 2071/68.

UNITED STATES OF AMERICA

(20/68) Insulators for Bonneville Power Administration, United States Department of the Interior. February 16. E.S.B. 2588/68.*

(17/68) Electrical Equipment for Sacramento Municipal Utility District. February 27. E.S.B. 3643/68.*

VIETNAM

Central Procurement and Supply Authority:
(20/68) Metal Materials. February 15. E.S.B. 2589/68.*
(20/68) Corn Starch; Calcium Phosphate; Lactose. February 15. E.S.B. 2590/68.*
Industrial Development Centre:
(18/68) Pigment and Textile Auxiliaries Manufacturing Plant. February 28. E.S.B. 2089/68.*
(18/68) Wire Manufacturing Plant. February 15. E.S.B. 2090/68.*
(19/68) Fishing Line and Net Production Plant. March 15. E.S.B. 2091/68.*
(18/68) Plastics Manufacturing Plant. March 15. E.S.B. 2092/68.*
(20/68) Nylon Monofilament and Rope Manufacturing Plant. February 15. E.S.B. 3130/68.*

ZAMBIA

(19/68) Footwear for Central Supply and Tender Board. February 16. E.S.B. 2593/68.*
Republic of Zambia Central Supply and Tender Board:
(19/68) Autoclave. February 16. E.S.B. 2592/68.*
(19/68) Electro Encephalograph. February 16. E.S.B. 2591/68.*

Agency and export opportunities, market surveys, etc.

Brief details are given below of some of the inquiries for British goods, offers to represent British principals, market reports etc., published in recent issues of the **Export Service Bulletin.†**

Further information about these and copies of the Bulletins in which they appeared may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 427, Telex 886143, AB: Bothillgate, Ldn.) at 2s. per copy. Remittance with order, please. Please quote the number in brackets, the country and commodity in all inquiries.

Abu Dhabi
(17/68) Inquiry for canned vegetables. E.S.B. 3683/68.

Afghanistan
(16/68) Inquiry for iron and steel products. E.S.B. 3088/68.

Argentina
(17/68) Manufacture under licence – medicinal specialities; pharmaceutical products. E.S.B. 3591/68.

Australia
(19/68) Agency inquiry for electrical apparatus and equipment. E.S.B. 4043/68.
(17/68) Inquiry for filling machines. E.S.B. 46258/67.
(18/68) Inquiry for pipe fittings. E.S.B. 45036/67.
(19/68) Postal strike.

Belgium
(17/68) Agency inquiry for clinical thermometers. E.S.B. 3559/68.

Brazil
(19/68) Inquiry for sand-paper making machine. E.S.B. 3819/68.

British Honduras
(19/68) Inquiry for stoves. E.S.B. 4019/68.
(21/68) Inquiry for car accessories. E.S.B. 887/68.

Bulgaria
(19/68) XXIV Plovdiv International Fair.

Burma
(18/68) Inquiry for moulding machines. E.S.B. 3333/68.

Canada
(17/68) Agency inquiry for log handling and processing equipment. E.S.B. 2985/68.
(17/68) Agency inquiry for shoe shanks. E.S.B. 3038/68.
(16/68) Agency inquiry for dental equipment. E.S.B. 2878/68.
(18/68) Agency inquiry for luggage; scarves. E.S.B. 2918/68.
(19/68) Agency inquiry for air mattresses, rubber boats. E.S.B. 3089/68.
(16/68) Manufacture under licence – refrigeration equipment. E.S.B. 3086/68.
(17/68) Inquiry for textile fabrics. E.S.B. 3025/68.

† For further details of the 'Export Service Bulletin' see page 338.

(19/68) Inquiry for flanges and fittings. E.S.B. 40180/67.
(19/68) Inquiry for railway equipment. E.S.B. 3678/68.
(20/68) Inquiry for grinders; tape control equipment. E.S.B. 3072/68.

Cayman Islands
(19/68) Inquiry for flower pots; pipes and fittings; sanitary-ware. E.S.B. 1081/68.

Cuba
(21/68) Importing Organizations. E.S.B. 306/G.

Denmark
(18/68) Boost for British hardware sales to Denmark. I.D. 5620 and I.D. 6144.

Finland
(18/68) Agency inquiry for knitting wool; knitwear; textile fabrics; yarns. E.S.B. 2991/68.

France
(16/68) Agency inquiry for curtains and accessories, furnishing fabrics; textile machinery. E.S.B. 2802/68.
(20/68) Agency inquiry for paints and protective coatings. E.S.B. 620/68.
(17/68) Inquiry for clothing. E.S.B. 2854/68.
(17/68) Inquiry for knitwear. E.S.B. 2612/68.
(17/68) Inquiry for packaged foodstuffs; condiments; sauces. E.S.B. 2979/68.
(18/68) Inquiry for ball bearings. E.S.B. 3675/68.
(18/68) Inquiry for paint and varnish raw materials. E.S.B. 3655/68.
(20/68) Inquiry for elecurical and electronic equipment. E.S.B. 4100/68.
(20/68) Inquiry for textured polyamide yarn. E.S.B. 46335/67.

Germany, Federal Republic of
(17/18) Agency inquiry for smoking pipes. E.S.B. 2964/68.
(18/68) Agency inquiry for men's shoes. E.S.B. 3293/68.
(19/68) Agency inquiry for knitwear; leather and plastic goods. E.S.B. 46813/67.
(16/68) Inquiry for artificial magnetized leather. E.S.B. 3295/68.
(17/68) Inquiry for plastic water-pipe fittings. E.S.B. 45060/67.
(18/68) Inquiry for copper tubings. E.S.B. 46604/67.
(18/68) Inquiry for electro-medical equipment; measuring and controlling equipment. E.S.B. 2934/68.
(18/68) Inquiry for steel tubes. E.S.B. 3626/68.
(18/68) Inquiry for steel tubes. E.S.B. 1590/68.
(18/68) Import opportunity – salted herring. C.R.E. 211/68.
(19/68) Inquiry for biscuits; confectionery; household linens; perfumes; rugs. E.S.B. 3684/68.
(19/68) Inquiry for copper tubes. E.S.B. 4044/68.
(20/68) Inquiry for air pumps. E.S.B. 4159/68.
(21/68) Inquiry for generator; turbine. E.S.B. 3844/68.

Guyana
(19/68) Inquiry for water drilling equipment. E.S.B. 3589/68.

Hong Kong
(19/68) Inquiry for clothing and accessories; domestic electrical appliances; tableware; toys; trays and trolleys. E.S.B. 43713/67.

Hungary
(19/68) Foreign Trade Organizations.

Iran
(20/68) Agency inquiry for chemicals; confectionery and bakery raw materials; food raw materials; insecticides; jute sacks; yarns. E.S.B. 2861/68.
(18/68) Manufacture under licence – cosmetics; pharmaceuticals; toiletries. E.S.B. 2005/68.

Israel
(17/68) Agency inquiry for packaging machinery. E.S.B. 804/68.
(17/68) Inquiry for chain. E.S.B. 3027/68.
(19/68) Inquiry for compressors; display aids; refrigerators; shopping carts; supermarket equipment. E.S.B. 4011/68.
(20/68) Inquiry for building materials; builders hardware and tools; polytetrafluoroethylene tape. E.S.B. 4042/68.

Italy
(16/68) Agency inquiry for metal scrap. E.S.B. 2877/68.
(17/68) Agency inquiry for adhesive tape and dispensers; labelling and packaging machines. E.S.B. 2983/68.
(17/68) Agency inquiry for belting. E.S.B. 46520/67.
(17/68) Agency inquiry for dietetic preparations; medicinal specialities. E.S.B. 2954/68.
(17/68) Agency inquiry for hides and skins. E.S.B. 2910/68.
(17/68) Agency inquiry for hosiery. E.S.B. 3292/68.
(18/68) Agency inquiry for marine equipment. E.S.B. 2952/68.
(17/68) Inquiry for plastics raw materials. E.S.B. 44900/67.
(18/68) Exemption from customs duties for machinery imported into the industrial area of Trieste. E.S.B. 1209/G.
(19/68) Inquiry for gaskets; packings and jointings. E.S.B. 3870/68.
(19/68) Inquiry for textile machinery. E.S.B. 4113/68.
(20/68) Inquiry for cellulose film. E.S.B. 3860/68.
(21/68) Inquiry in respect of road building and working machinery. E.S.B. 4573/68.

Italy/Albania
(20/68) Trade Agreement.

Italy/Hungary
(18/68) Trade Agreement.

Jamaica
(19/68) Agency inquiry for radios; radiogram; stereograms. E.S.B. 3075/68.
(20/68) Agency inquiry for glass feeding bottles. E.S.B. 4322/68.

Japan
(20/68) British Week to be held in Tokyo.

Kenya
(16/68) Inquiry for pharmaceutical equipment and machinery – further information. E.S.B. 25606/67.
(18/68) Inquiry for leather-working machinery; solder-producing automatic machinery; wood-working machinery. E.S.B. 3818/68.

Lebanon
(17/68) Manufacture under licence – pharmaceuticals. E.S.B. 3310/68.

Libya
(17/68) Inquiry for canned vegetables. E.S.B. 3078/68.
(17/68) Inquiry for motor filters. E.S.B. 2806/68.

Malawi
(19/68) Inquiry for stationery. E.S.B. 3816/68.

Malaysia
(17/68) Agency inquiry for air compressors; gas cylinders; tractor spare parts. E.S.B. 42108/67.

Malta
(18/68) Agency inquiry for electrical conduit. E.S.B. 41795/67.
(20/68) Inquiry for brake linings; coatess and ancillary equipment. E.S.B. 3515/68.

Mexico
(16/68) Inquiry for furnace. E.S.B. 699/68.
(16/68) Manufacture under licence – crystalliners; evaporators; engineering designs. E.S.B. 6861/67.
(17/68) Inquiry for electric sub-station; machine tools. E.S.B. 2315/68.
(18/68) Inquiry for metals and alloys. E.S.B. 2141/68.

Netherlands
(17/68) Agency inquiry for sheet steel piling. E.S.B. 3219/68.
(18/68) Agency inquiry for garden equipment; pets requisites. E.S.B. 2739/68.
(18/68) Inquiry for conveyor system. E.S.B. 3093/68.

Norway
(17/68) Agency inquiry for trays. E.S.B. 3262/68.
(17/68) Inquiry for menswear. E.S.B. 45715/67.
(18/68) Inquiry for transport conveyor system. E.S.B. 46829/67.

Poland/Albania
(20/68) Trade Agreement.

Poland/Hungary
(20/68) Trade Agreement.

Portugal
(17/68) Agency inquiry for floor coverings; door fittings; sanitary-ware; wall coverings. E.S.B. 46433/67.

South Africa
(18/68) Agency inquiry for garden leisure equipment; garden tools; garden toys and playground equipment. E.S.B. 3226/68.
(20/68) Inquiry for sleeve bearings. E.S.B. 4170/68.

Spain
(17/68) Agency inquiry for machine tools; plastic-working machinery. E.S.B. 2788/68.

Surinam
(18/68) Agency inquiry for baby foods; cosmetics; drugs; giftware; hospital and laboratory equipment. E.S.B. 39907/67.
(18/68) Agency inquiry for builders hardware and ironmongery; chemicals; cosmetics; flasks; paper products; pharmaceuticals. E.S.B. 39936/67.
(18/68) Agency inquiry for cosmetics and drugs; foodstuffs; footwear; textiles. E.S.B. 39956/67.
(18/68) Agency inquiry for domestic electrical appliances. E.S.B. 3388/68.

Sweden
(16/68) Agency inquiry for taps and valves; toilet fixtures and fittings. E.S.B. 43431/67.
(18/68) Inquiry for textile machinery and plant; yarns. E.S.B. 3540/68.

Switzerland
(16/68) Agency inquiry for hospital equipment. E.S.B. 839/68.
(18/68) Agency inquiry for carpets; curtain fabrics; floor coverings; furnishing fabrics. E.S.B. 2354/68.
(18/68) Agency inquiry for women's dresses. E.S.B. 2876/68.
(19/68) Agency inquiry for control equipment; fans; lamps; potentiometers; relays; resistors. E.S.B. 2908/68.
(21/68) Agency inquiry for watch straps. E.S.B. 4112/68.
(20/68) Inquiry for carpets; nylon sheets. E.S.B. 4128/66.
(20/68) Inquiry for steel wire. E.S.B. 4192/68.
(20/68) Inquiry for tablecloths. E.S.B. 4169/68.

Thailand
(20/68) Agency inquiry for chemicals. E.S.B. 631/68.

Trinidad and Tobago
(17/68) Agency inquiry for pumps. E.S.B. 3017/68.
(18/68) Agency inquiry for emery cloth and sandpaper making machinery; shirtings. E.S.B. 673/68.
(18/68) Agency inquiry for glass tumblers. E.S.B. 3033/68.
(17/68) Inquiry for electric lamps manufacturing machinery and raw materials. E.S.B. 22173/67.
(18/68) Inquiry for machine tool. E.S.B. 3547/68.
(20/68) Inquiry for paper converting machinery. E.S.B. 44280/67.

Turkey
(17/68) Inquiry for glass bottle manufacturing machinery. E.S.B. 3371/68.

Uganda
(17/68) Agency inquiry for motor car accessories. E.S.B. 3508/68.
(17/68) Inquiry for shirt-making materials. E.S.B. 3240/68.
(18/68) Inquiry for leather cloth printing machine. E.S.B. 3693/68.
(18/68) United Nations Development Programme (Special Fund).

United States of America
(17/68) Inquiry for drill chucks. E.S.B. 850/68.
(17/68) Inquiry for glass and plated ware. E.S.B. 3215/68.
(17/68) Inquiry for pocket watches. E.S.B. 44357/67.
(17/68) Inquiry for synchronous hysterisis motors. E.S.B. 2740/68.
(18/68) Inquiry for clothes hangers; giftware. E.S.B. 2952/68.
(18/68) Inquiry for diesel engine components. E.S.B. 3504/68.
(18/68) Inquiry for mens knitwear. E.S.B. 3256/68.
(20/68) Inquiry for ball and roller bearings; sprockets and chains; trailer wheels; transmission belts. E.S.B. 4156/68.
(20/68) Inquiry for gauze fabric. E.S.B. 4232/68.

United States Virgin Islands
(16/68) Inquiry for confectionery containers. E.S.B. 41013/67.

Various
(19/68) Visits by British overseas commercial representatives. E.S.B. 6865/66.
(20/68) NATO Codification System. G.D. 3137/67.

Venezuela
(16/68) Agency inquiry for carpets; furniture; hardware. E.S.B. 3204/68.
(18/68) Inquiry for laboratory equipment. E.S.B. 3251/68.

Yugoslavia
(17/68) Inquiry for condenser bushing manufacturing equipment. E.S.B. 41473/67.
(18/68) Inquiry for medical supplies and equipment. E.S.B. 45235/67.
(20/68) Inquiry for pneumodozers. E.S.B. 3328/68.

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Export Tours

Businessmen going overseas are reminded that the services of British commercial officers in posts throughout the world are freely available to them. A list of addresses was published in December 8 issue of the Board of Trade Journal. *Businessmen wishing to avail themselves of this assistance should consult in advance either the regional officers of Board of Trade (see page xviii of January 26 issue) or the Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757).*

United States export drive

HARTLEY ELECTROMOTIVES, LIMITED, electronic, electrical and mechanical engineers, Shrewsbury, (Hartley Crosland Group), are planning an export drive in the United States with their Tape-Riter Remote Control Dictation Systems. Their general sales manager, Tape-Riter Division, in London, Mr. R. E. Frye, plans to spend six days in Chicago and Washington at the beginning of February for preliminary market investigation and with a view to appointing sales and service agents.

His visit, arranged in conjunction with the Board of Trade, will take in a number of electronics firms with servicing and manufacturing facilities in addition to Hartley's established contacts there.

This is a new step in Hartley's export expansion programme for 1968. They are already in course of forming a subsidiary company to market, assemble and ultimately manufacture their equipment in Australia in three stages over the next three years and Mr. Frye is spending the latter part of January in Sydney, NSW, with their agents, Nuclear Systems (Australia) Pty. Ltd., of Chatsworth, who are co-operating in the project. He flew out from London on January 18, stopping in Rome to visit the Italian agents, Filc Radio Elettronica, of Piazza Dante 10, Fiz Emanuele Filiberto 1-5, and was due in Sydney on January 22.

Export promotion

MR. SIMON ACKSTINE, export manager for PIFCO Domestic Appliances, plans an intensive tour of Southern, Central and East Africa, the Near and Middle East, Greece, Spain and Portugal. In Portugal Pifco are exhibiting at the Lisbon exhibition of British Consumer products.

Leaving for Johannesburg on February 5, Mr. Ackstine will spend a month in Africa, visiting Pifco distributors and dealers followed by calls in Cyprus, Iran, Greece, Spain and Portugal, arriving back in Britain on March 27.

Purpose of the visit is to introduce recently launched Pifco products – Comb 'n Go Hair Styler, Superfast Solder Gun, Automatic Baby's Bottle Warmer, and several new products which will be launched in the United Kingdom in the near future. These include a '3-in-one' Home Grooming Set comprising shaver, hair clipper and massager in one handsome outfit and a new 2-speed table or desk fan.

Mr. Ackstine will be presenting the 1968 Pifco programme of hair dryers, hair curlers, electric blankets and vibratory massager outfit.

Scandinavian tour

FOLLOWING devaluation and the Government's appeal to manufacturers to 'go out and sell', The Benjamin Electric Limited have taken them at their word and are re-doubling their efforts in the export of their world known industrial lighting fittings.

The company's sales manager, Mr. M. D. Lippold, and chief lighting engineer, Mr. A. G. Smith, left the Tottenham works on January 16 for a sales drive which will include Denmark, Norway and Sweden.

Benjamin had a stand at the Scandinavian Lighting Fair in Gothenburg from January 20 to 24. Both Mr. Lippold and Mr. Smith were present throughout,

Benjamin's sales manager, Mr. M. D. Lippold (right), and chief lighting engineer, Mr. A. G. Smith, leaving Tottenham en route for the Continent.

New market for British exports

BRITISH interior design has been sold to developing countries in Africa for the first time, following a 12-day tour by the head of a young London company.

The man who made the trip, 46-year-old Monty Berman, was astounded to be told that he was the first person in his field ever to have gone to see architects in Kenya, Uganda and Bahrain to convince them that in interior planning of offices and homes, 'Britain is best'.

He came back to the news of this country's economic cuts with orders worth £200,000 for furniture, curtains and design work. A team of young British designers will soon be leaving for further on the spot investigation.

Mr. Berman, managing director of Form International, 28 Avon Trading Estate, Avonmore Road, London, W.14, won orders in Kenya and Uganda for offices, hospitals, universities, hotels and houses. In Bahrain, which Berman sees as the most dramatically receptive market to his products and services, the order is to completely re-design buildings for the Middle East Traders both in Bahrain and Dubhai. Says Mr. Berman: 'The market for good British designs and textiles seems to be enormous. I went out with a collection of colours which are in advance of anything they had seen before. My firm had studied the market and arrived at bright, brilliant coarse textures which they loved, as against the usual sleek, sophisticated colours of London and New York, which they have rejected in the past'.

South African lecture tour

MR. R. EBSWORTH, a member of the Product Training Staff of George Kent Limited, has begun a five-week lecture tour of Zambia and South Africa. The tour closely resembles the one successfully undertaken by him two years ago.

He is lecturing to groups of customers' engineers on the operation and maintenance of 'Transdata' and other ranges of Kent electronic systems and equipment.

The first of these 5-day lecture courses is at Rhokana Corporation in the Zambian Copperbelt town of Kitwe followed by another course at nearby Nchanga Mine, Chingola. Both mining companies are part of the Anglo-American Corporation of South Africa Limited who has purchased large instrumentation schemes from George Kent International Limited for their various copper plant processes.

Three further courses at the Johannesburg offices of George Kent (South Africa) Pty. Limited follow on from the Zambian tour. The Johannesburg courses are similar to those in Zambia but include items of special interest to engineers from many of Kent's major customers in the area.

Sales director to visit Far East

MR. J. R. METCALFE, sales director of Pains-Wessex Ltd., the world's largest manufacturer of marine distress signals, left Britain at the end of January for a five-week tour of South Africa and the Far East.

His itinerary will include Cape Town, Bombay, Singapore, Hong Kong and Tokyo, where he will be meeting his company's agents handling both Pains-Wessex marine distress signals and Fumite smoke pesticides. Mr. Metcalfe also plans to have discussions with government departments and the armed forces of the countries he will be visiting.

'Hunslet' backs Britain

THE Hunslet Engine Company Limited – one of the Hunslet Group of Companies – announce that their order book continues to show substantial increases in exports. Orders have been received from 34 countries all over the world in the last 12 months.

During 1967 senior executives have made extensive tours exploring overseas markets. Visits have been made to Australia, Belgium, Ceylon, Czechoslovakia, France, East and West Germany, Hong Kong, India, Kenya, Mexico, New Zealand, Poland, Philippines, Russia, Spain, South Africa, and Thailand and while one director is at present touring Central America the company's chairman, Mr. John Alcock, is just leaving on another African tour. 'Hunslet' look forward with confidence to 1968 and will do their utmost to ensure that the greatest possible proportion of their manufacturing capacity will be exported in order to Back Britain.

Plessey demonstrates equipment in France

BRITAIN'S Plessey Automation Group – one of Europe's major suppliers of computer peripherals – has sent a special mission to France to introduce the new ID33 Incremental Recorder.

This is the latest addition to the company's extensive range of computer products and it was demonstrated to over a hundred representatives from the French computer industry and Government Departments.

Czechoslovakian missions

IN CO-OPERATION with the British National Export Council and Board of Trade, the Gauge and Tool Makers' Association is arranging for a delegation from Czechoslovakia to come to Great Britain from May 13-23, and visits will be paid to the factories of a number of member companies.

Export Orders

Firms are invited to send in brief details of recent export orders or contracts for mention on this page.

Devaluation aids export order

A repeat 800,000 dollar tug-building export order was announced recently by Cochrane and Sons Limited, Selby, a Ross Group subsidiary. With the twin-screw ocean-going tug 'Frederic B. Ingram' just completed at the shipyard a sister ship has been ordered by Ingram Marine Limited, of Bermuda, a subsidiary of the Ingram Corporation of New Orleans, Louisiana. The firm say that devaluation probably assisted Cochrane's in securing the repeat order against foreign competition, mainly from Dutch shipbuilders.

Cosmocord slash export prices

Believing that the opportunity offered by devaluation will be lost unless manufacturers make the effort to sell more goods abroad, Cosmocord Ltd. have cut the export price of their products by an average of 10 per cent. Together with this reduction, Cosmocord's newly-formed Graphic Arts Division is planning to sell its products abroad at 15 per cent less than the pre-devaluation price.

A D International backs Britain

A D International Limited, the World-wide British dental and medical group, is maintaining until at least the middle of this year pre-devaluation prices on British-made equipment, instruments and materials in overseas markets, to which it exports 50 per cent of its production.

In the first issue of a special sales bulletin, 'Exploit '68', dealers in upwards of 100 overseas countries are encouraged to offer 'devaluation discounts' and so increase sales. 'Exploit '68' spotlights group products which overseas dentists should be encouraged to buy now at the present highly competitive pre-devaluation prices and offers backing for special promotions. The group's own retail companies abroad will automatically pass on devaluation price benefits to customers.

Increased overseas sales

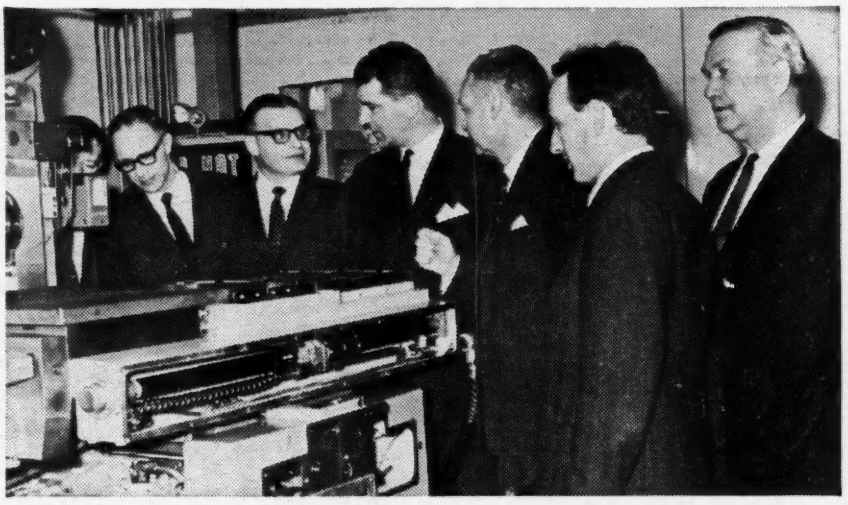
Cox Moore Limited, the manufacturers of high quality classical men's knitwear, with factories at Long Eaton and Ilkeston in Derbyshire, announce that they are starting the year with 100 per cent more export orders on their books than last year. Mr. Frederick Moore, the company's export director, said that this is due to increased sales effort overseas supported in some instances by the effects of devaluation. The orders are from Germany, Holland, Italy, Scandinavia and the United States. Last year 60 per cent of the firm's production, valued at over £¾ million, was sold abroad and Mr. Moore forecasts that this figure will be increased by 20 per cent in the coming year.

Air Canada order

An order from Air Canada for nine 90 KVA frequency convertors for aircraft servicing has been won by Houchin Ltd., Ashford, Kent, through their associates, Canadian Houchin Ltd., Toronto, in the face of stiff American competition. The order is worth some £52,000.

East African orders

A major breakthrough in the export field has been achieved by Danks of Netherton Ltd. who have received orders worth approximately £25,000 for four of their latest design 'Maestro' oil fired package boilers for new factories being built in East Africa. Two are for Dar es Salaam, Tanzania and the other pair for Nairobi, Kenya. A further order for Zambia has also been secured worth approximately £30,000.



As soon as the British Chancellor had made his devaluation announcement, Laagland of Rotterdam, who are distributors for Kearney & Trecker-C. V. A. machine tools in Holland and Belgium, were quick off the mark to take advantage of the situation. They immediately produced an attractive pamphlet setting out the revised competitive prices for all Kearney & Trecker-C. V. A. products, and carried out a direct mail campaign. Above: Mr. Van Otterdijk, chief purchasing agent, Philips N.V. (centre) and his associates look over a Series Ea Milwaukee-matic machining centre being assembled in the 'clean room' at Kearney & Trecker-C. V. A. Ltd. No. 1 factory, Hove.

Large export order

American Air Filter (Great Britain) Ltd., has been awarded a contract by the National Iranian Oil Company for the supply of air filters for the USSR manufactured turbines and compressors associated with the Iranian Gas Trunkline project in Iran. The contract, valued at over £300,000, was negotiated through the International Management and Engineering Group Ltd., consultants to the NIOC/IGAT project in London and Tehran. All the equipment will be manufactured at the new factory of American Air Filter (Great Britain) Ltd., in Cramlington, Northumberland.

Urgent order

A telephone call from Copenhagen, Denmark, recently provided a British firm with an opportunity to demonstrate its proficiency in fulfilling an urgent export order.

The British company concerned, Dryvent Ltd., Hollygrove House, Staines Road, Hounslow, Middlesex, had originally received a request, a short time ago, from E. Granzow & Son A/S in Copenhagen to provide details of their air drying equipment. Several weeks later, Dryvent received a telephone call from Copenhagen asking if an automatic compressed air drying plant could be made available within six weeks. Dryvent affirmed that this could be done. Two hours later came a further call – would it be possible to supply the plant within six days. Dryvent, in fact, succeeded in manufacturing and despatching the custom built plant within 48 hours of receiving the telephone call.

Plan to motorize Canton rickshaws

A £40,000 inquiry for gear hardening equipment from a Chinese plant planning to motorize the rickshaws of Canton has been received by Parkinson Cowan International Limited in London.

Licence for Canadian company

Brantford Trailer & Body Ltd., Brantford, Ontario, Canada, has been licensed by R. Murfitt Ltd., bulk freight handling commercial vehicle builders of Wisbech, Cambs, to manufacture, promote and market the range of Murfitt equipment, systems and vehicle bodies.

Five more plant orders

Within the last few weeks Petrocarbon Developments Limited have gained five important new orders. The Chemical Plant Department of Petrocarbon was awarded a substantial contract by Industrialimport, Romania, for a polystyrene plant. This will be the sixth polystyrene project undertaken by Petrocarbon in recent years. Petrocarbon's Low Temperature Plant Department have gained orders for three further high purity nitrogen plants – for ICI (Mond Division), Coates Brothers and Co. Ltd., and for a client in Chile. And finally, Petrocarbon have been commissioned by Sumitomo Chemical Engineering Co. (SCEC), of Japan, to design a plant using Petrocarbon's process for recovering the hydrogen from catalytic reformer off gas.

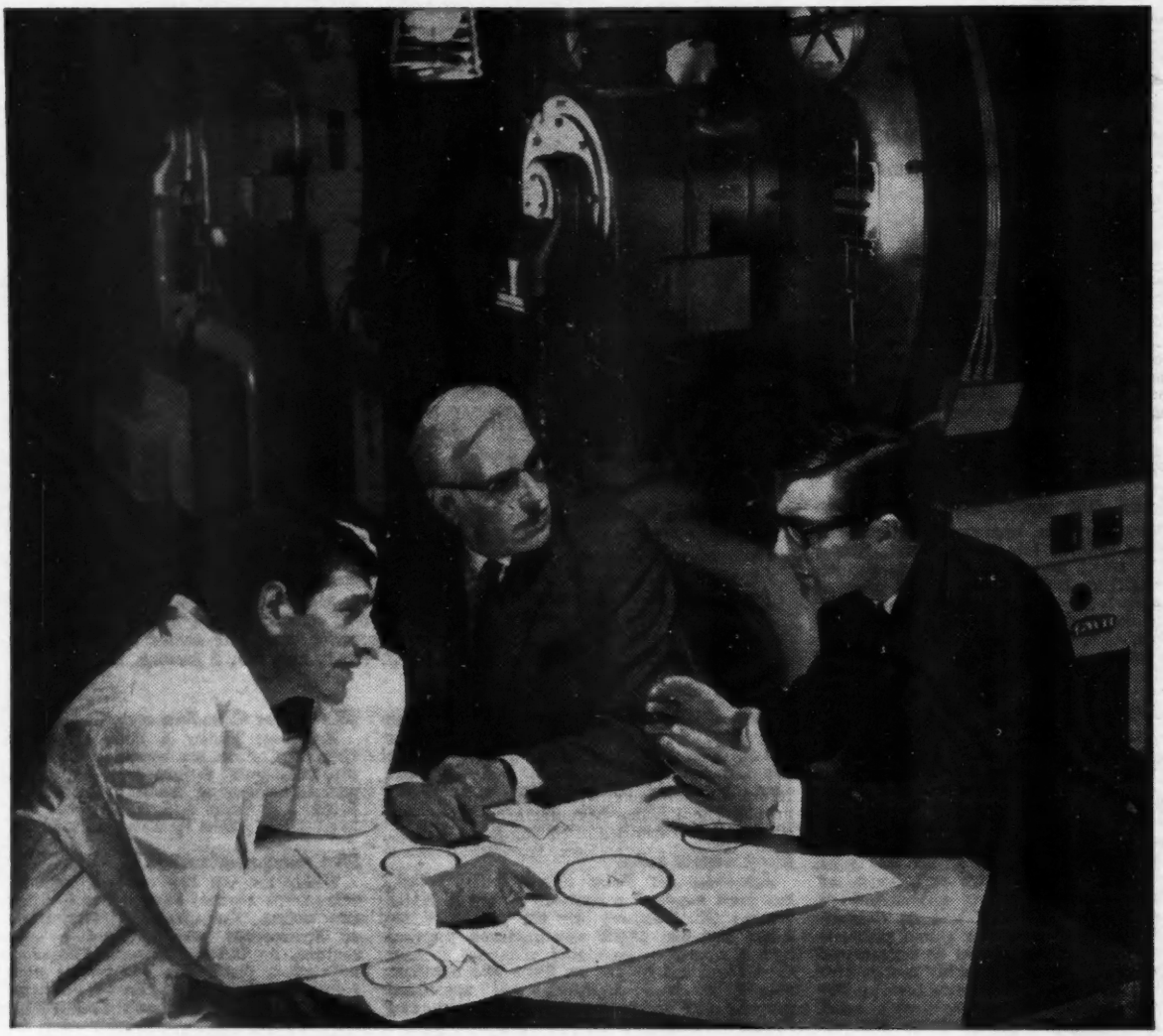
£800,000 acid plant contract

A contract worth about £800,000 for the design, supply, erection and commissioning of a phosphoric acid plant and associated off-site facilities has been awarded by the South African firm of Triomf Fertilizer and Chemical Industries to Simon-Lodge (Pty) Limited, a member company of Simon Engineering Ltd., Stockport.

Paxman engines for Ceylon Government Railways

Among the latest export successes of Davey, Paxman & Co. Ltd., Colchester, Essex, are two contracts, together worth more than £830,000, for the supply of engines for diesel-hydraulic locomotives being built in East and West Germany for the Ceylon Government Railways. When the requirements for spare engines and parts are finalised, the total value of the contracts is expected to approach a million pounds.

(*Continued on page* 345)



ACROSS INDUSTRY... THEY'RE PREPARING FOR NATURAL GAS

ARE YOU?

Among engineers the talk is of gas from the sea — more and more finds have turned hope into certainty that this new primary fuel is going to provide an enormous stimulus to British industry, changing the economics of production and encouraging expansion.

Clean and flexible for delicate processing work — plentiful for large-scale use, natural gas has already proved to be the ideal industrial fuel in other countries. Soon, backed by the research and technical know-how of the Gas Industry, it will make its impact on the industrial scene in Britain.

Conversion from town gas is no problem — talk to your Gas Board's Industrial Gas Officer — he'll convince you of your bright new future with High Speed Gas from the North Sea. Ask him for a copy of "Preparing for Natural Gas" — a progress report to industry.

Industry is looking forward to
NATURAL HIGH SPEED GAS

Exports 1967

Over one third of Frodingham Steel piling rolled for the British Steel Piling Co. Ltd., in 1967, was for export. Of this 40 per cent went to the United States. Other prominent countries were Canada, South Africa, Malaya, Iceland, the Persian Gulf, Pakistan and New Zealand.

Thirty per cent of the British Steel Piling Co.'s pile driving and earth boring equipment was exported to Europe, including Czechoslovakia. The second largest importer being Australia with the Far East, Middle East and the United States close behind. Plant exports also went to South America and the British West Indies.

United States Post Office test British diesels

In a bid to substantially reduce fuel and maintenance costs on its large fleet of vehicles the Post Office Department of the United States is field testing delivery trucks powered by a four cylinder Perkins diesel engine with an automatic transmission.

Overseas orders for Marconi instruments

Orders for electronic measuring instruments amounting to approximately £247,000 were received by the St. Albans firms of Marconi Instruments Limited in the first five days of 1968, six times as much as during the same period last year.

Marconi Instruments is making every effort to increase its exports, which amount to some 50 per cent of its turnover. The total of £247,000 includes overseas business adding up to £188,000. A bulk order (£165,000) from the United States on January 1 got the Company off to a good start in 1968.

Carpet plant for Pakistan

With the opening by Mr. N. M. Uquaili, Pakistan Minister of Finance, of The United Carpets Ltd., Karachi, a new landmark in the production of carpets in that country will be created by Stone-Platt Industries. The machinery for this project, most of which has been manufactured by Platt Brothers & Co. Ltd., Oldham, will enable the customer to produce Axminster carpets of both 27 ins. and 12ft. widths. Other machinery supplied by the Stone-Platt Group includes yarn dyeing plant made by Longclose Engineering Co. Ltd., of Leeds.

Glass for Russia

QVF Ltd., chemical engineers, of Stoke-on-Trent, have supplied to Moscow 30 tons of chemical plant comprising large industrial glass units, process heating equipment and electrical controls. Mr. G. H. Price, the firm's export sales manager, said this was the third large Russian order received last year (1967). Over the past two years the USSR had become one of QVF's most important export markets.

Canadian order

There will be a welcome addition to Britain's dollar earnings because a Canadian company sought and received British know-how and assistance in bidding for a 1,800,000 dollar order in competition with United States and other Canadian firms. The successful British firm is Sovex Ltd. of Erith, Kent.

£2 million export orders

English Electric has won export orders worth more than £2 million during the last three months for supplying electrical equipment to the mining and metal industries. The orders include two continuous bucket wheel excavators for mining iron ore in North-west Australia and the supply of drive motors for a plate mill in Port Kembla, near Sydney. The motors are for driving equipment for rolling hot metal.

£90,000 Canadian order

A Canadian order for Bellows Sealed valves worth $235,989 (well over £90,000) has been won by Newman Hender (Woodchester) Ltd., of Stroud, Glos., one of the Newman Hender Group companies. The contract was placed by the Hydro-Electric Power Commission of Ontario, for its nuclear generating station at Pickering.

Chrysler-Australia contract

Herbert-Ingersoll Ltd., owned jointly by Alfred Herbert Ltd. and The Ingersoll Milling Machine Company, has won a substantial order from Chrysler-Australia Ltd., Adelaide, South Australia, for the design, manufacture, installation and start-up of a new advanced manufacturing system for the machining of engine blocks.

Export orders up 60 per cent

A record of nearly £130 million worth of export orders was won by English Electric factories in Britain during 1967. This is 60 per cent more than was won in 1966 by the United Kingdom factories of the companies which now comprise English Electric. One third of the work now being done by the company in the United Kingdom is for export compared with a quarter 12 months ago.

In addition, a further £50 million of equipment will be manufactured in the company's factories in Australia, Canada, India, Pakistan, South Africa and six European countries. A significant part of the £130 million of orders placed in Britain was received through these overseas companies.

£10 million United States order

A British company has won a £10 million ($25 million) order from the United States for its advanced plant which converts household refuse into soil conditioner and fertilizer. The firm is The Lawden Manufacturing Company (Birmingham) Limited of Spring Road, Ettingshall, Wolverhampton, who launched the new process recently with backing from the National Research Development Corporation.

£250,000 scheme to boost export drive

The first part of a £250,000 improvement scheme at Metals and Alloys (Birmingham) Ltd., at Minworth, Sutton Coldfield, Warwickshire, has been completed with the erection of a new machine shop, planned on the company's behalf by the Birmingham office of Powell Duffryn Technical Services, the building and engineering consultants.

The extensions will help the company in its plans to step up direct exports of its castings once the new plant is in full production. Mr. A. F. Bushell, general manager of the cast products division of Metals and Alloys, says: 'In the past we have done little direct exporting, although a large percentage of what we manufacture goes overseas as part of other people's products. Now we plan to increase direct export by a significant amount.'

Computer for Norwegian newspaper

Tønsbergs Blad, a morning newspaper printed near Oslo, has purchased a Muset type-justifying computer from the Muirhead Group of Beckenham.

Venner counters for South African Railways

South African orders totalling some £10,000 received by Venner Electronics Limited include one from South African Railways for 30 digital counters.

United States orders

Following their second exhibition at the National Hardware Show in New York in 1967, which was a joint venture supported by the Board of Trade and organized by the Federation of British Horticultural Exporters, L. E. Gant, Ltd., will have to ship by the end of March, outdoor furniture having a value in excess of $180,000 to the United States and Canada, an increase of over 80 per cent on last year's shipment during the first three months to that market.

£140,000 export orders

S. E. Laboratories (Engineering) Limited, Feltham, Middlesex, have received more than £140,000 worth of export orders for their range of solid-state oscilloscopes from America, France, Switzerland and Germany. The American order alone is worth $230,000 (£90,000).

Orders from Australia

Orders worth approximately £2,500,000 for the design, supply, erection and commissioning of three sulphuric acid plants have been received by Simon-Carves (Australia) Pty. Ltd., a subsidiary company of Simon-Carves Chemical Engineering Ltd., Stockport.

£100,000 Japanese contract

A personal sales export trip by the chairman and managing director of Opperman Holdings Ltd., has landed a unique Japanese contract worth £100,000. Opperman's have allowed the Japanese to make their sophisticated, super-compact Zero 4 range of valve actuators under licence for a ten year period. The £100,000 contract – made up mostly of royalties – followed an initial approach by the Japanese company to Opperman's associate American company, Philadelphia Gear Corporation.

New company for United States

Letraset Limited announce the establishment of a new company, Letraset U.S. Inc., which will, by agreement with Visual Art Industries Inc., be responsible for the marketing of all Letraset products in the United States.

Agreement signed with Dutch company

A foothold in the Common Market which is expected to achieve sales of over £500,000 during the next 12 months has been gained by IV Pressure Controllers Limited, a member of the Metropole Group, with the signing of a licensing agreement with Tebel Pneumatiek of Leeuwarden, Holland. This agreement involves production of the complete range of IVP's Capsula pneumatic valves and cylinders and sales responsibility for these products in all Common Market countries.

Orders for Decca marine radar pass 27,000

Decca Radar Limited, which in 1965 introduced Decca Transar, the world's first comprehensive transistorized marine radar series, has recently received the 10,000th order for equipment of this type. The order, for a Decca Transar RM314 radar, was placed by the German shipping company Ajlmark Schiffahrts GmbH for its 1,416 gross ton cargo ship 'Immen'. Following closely upon this success the company's total orders for radar also passed 27,000 with the receipt of an order for an RM426 for the Norwegian vessel 'Bergenfjord'.

Exports up

Wolseley-Hughes Limited, Birmingham Engineering Group, announce: exports for the first four months of its current financial year are 11½ per cent up on those for the corresponding period for the previous year.

Trinidad order

Crompton Parkinson Limited has received an order worth £90,000 through its contracts department, which is now part of the plant division of Hawker Siddeley Electric. The order is for the supply and installation of electrical equipment in the Dunlop Company's new Trinidad Tyre factory.

Tariff, Customs and Import Regulations in overseas countries

REGISTERED TRADE MARK (RTM)

GOODS IN OVERSEAS TARIFF LISTS

The Lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of the Journal *sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal *should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

FRANCE

New turnover tax system

OWING TO alterations in the French method of calculating the effective rates of the turnover tax, the following amendments should be made to the *Board of Trade Journal* notices of November 17 and January 19.

Where taxes for textiles, tobacco or clocks and watches are added to the TVA, the effective rates are increased slightly.

The effective rate of the intermediary rate should be amended to 14.9 per cent, and that of the reduced rate to 6.38 per cent in all cases except those mentioned in the above paragraph.

Details of the new TVA rates for all commodities except antiques are now available from Export Services Branch.

Further details may be obtained from the Export Services Branch, Board of Trade, Room E59, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423/408/288).

DENMARK

Global Quotas for 1968

THE DANISH authorities have established the following Global Quotas for 1968. This notice replaces that published on page 543 of the *Board of Trade Journal* of February 24, 1967.

Quota Number	Heading in the Customs Tariff	Commodity	Quota (1,000 kr.)
726	ex 02.01 ex 02.06	Mutton and lamb fresh, chilled, frozen, salted dried or smoked	800
731	ex 04.02	Milk powder for industrial use	Unrestricted licensing
729	04.06	Natural honey	3,500
787	ex 06.01	Tulip, narcissus and hyacinth bulbs	5,900
734 775-778	ex 07.01	Fresh vegetables	Unrestricted licensing on a seasonal basis
779	ex 07.02 ex 07.03	Vegetables, frozen or temporarily preserved for industrial use	Unrestricted licensing
773	ex 08.06	Apples, pears, fresh	Unrestricted licensing on a seasonal basis
780	ex 08.07	Cherries fresh	Unrestricted licensing on a seasonal basis
781	ex 08.07 ex 08.08 ex 08.09	Plums, berries and netted melons, fresh	Unrestricted licensing on a seasonal basis
740	ex 11.01	Wheat flour for use in export industries, etc.	Unrestricted licensing
741	ex 11.01 ex 11.02	Semolina for manufacture of macaroni and cornflour for manufacture of baking aids	Unrestricted licensing
795	ex 11.05 ex 11.06 ex 11.08 11.09	Flour, meal and flakes of potato and flour and meal of sago and of manioc arrowroot and other roots and tubers, ground maize, rice, manioc, tapioca and arrowroot, starch inulin, gluten and gluten flour, for industrial use	Unrestricted licensing
748	ex 12.01	Rapeseed and colza seed	100
783	16.01 ex 16.02	Sausages, meat preserves, meat wares, etc., except pâté de foie gras	1,750
798	ex 17.01 ex 17.02 ex 17.03 ex 17.04 ex 17.05	Sugar and sugar solutions for special purposes	Unrestricted licensing
757	19.03	Macaroni, spaghetti and similar products	1,250
858	ex 07.02 ex 07.03 ex 20.02	Vegetables, frozen, prepared or preserved to be used in preparing food for consumption in aircraft	Unrestricted licensing
785	ex 07.02 ex 07.03 ex 20.02	Vegetables, frozen, prepared or preserved, other than for industrial and special purposes	2,500
760	ex 08.11 ex 20.06 ex 20.07	Fruit pulp and juice of apples, pears, cherries and plums, berries for industrial use	According to demand having regard to the size of the crop.
786	ex 20.03 ex 20.06 ex 20.07	The following types of fruit, prepared or preserved, for non-industrial purposes: pears, cherries, raspberries and strawberries and mixtures containing 30% or more by weight of such fruit – irrespective of the size of the containers. Apples, plums, red currants, white currants and black currants and mixtures containing such fruit in containers of a gross weight of over 2 kg.	
		Juice of apples, pears, cherries, raspberries, elderberries, strawberries, red currants, white currants and black currants, and mixtures containing such fruit juices	1,300
851	ex 20.02 ex 20.07	Baby food	600
852	ex 20.02	Ready cooked dishes containing vegetables	600
859	ex 11.05	Mashed potato in powder form	700
860	ex 09.01	Raw coffee	57,800
861	ex 09.01	Roasted coffee	6,000

All inquiries relating to this notice should be addressed to Export Services Branch (Tariff Section), Board of Trade, Hillgate House, Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 459 and 461).

AUSTRIA

Imported goods

THE *Board of Trade Journal* dated September 11, 1964, published a list of imported goods which are exempted from equalization tax with effect from September 1, 1964.

The Austrian *Bundesgesetzblatt* of December 22, 1967, has published a further modification of the exemption list with effect from January 1, 1968.

A translation of the German text may be seen at Tariff Section, Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 458, 459 and 461).

Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of Tariff Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by continents as far as possible. Countries are listed alphabetically on the Contents page.

EUROPEAN FREE TRADE ASSOCIATION

EFTA (Drawback) (Amendment) Regulations 1968

THE EFTA (Drawback) (Amendment) Regulations 1968 published on January 31 (SI 1962 – No. 100) amend the EFTA (Drawback) Regulations 1966 which describe the circumstances in which EFTA goods may be treated as not eligible for EFTA tariff treatment when imported into the United Kingdom. Consignments of 'small value' which do not exceed a value of £25 f.o.b. in the EFTA country of exportation are exempted from the EFTA (Drawback) Regulations, 1966. The amending regulations raise the exemption limit for such consignments to £30.

Copies of the EFTA (Drawback) (Amendment) Regulations 1968 can be obtained from HMSO, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 3d. or 6d. by post).

EUROPEAN ECONOMIC COMMUNITY

Further translations of EEC Regulations

THE FOLLOWING further translations of EEC Regulations are now available from HMSO, 49 High Holborn, London, W.C.1, and branches. To obtain copies of these Regulations by post, orders and remittances, including postage, should be addressed to HMSO, PO Box 569, Cornwall House, London, S.E.1.

Regulation	Description	Price
210/67	On transitional measures relating to the collection of levies in the pigmeat sector	1s. 9d. (2s. 0d.)
238/67	Concerning the communication of information necessary for the application of Regulation No. 44/67 on certain measures for a common organization of the market in sugar for the 1967/68 season	10d. (1s. 1d.)
248/67	On the fixing of levies applicable to the import of cereal-based processed products, including cereal-based compound animal feeding stuffs	1s. 6d. (1s. 9d.)
251/67	Fixing the refunds for processed products including compound feeding stuffs	1s. 0d. (1s. 3d.)
275/67	Fixing the premiums to be added to levies on cereals and malt	10d. (1s. 1d.)
302/67	Amending the levy fixed by Regulation No. 248/67 on imports of potato starch	8d. (11d.)
330/67	Amending Regulation No. 232/67 on fixing the export refund in the pigmeat sector	8d. (11d.)
331/67	Fixing the amount of subsidy in the oil seeds sector	10d. (1s. 1d.)
332/67	Altering the levy fixed by Regulation No. 303/67 for the importation of malt of roasted wheat	8d. (11d.)
333/67	Fixing the refunds for cereals exported to third countries, in the form of goods which do not come under Annex II of the Treaty	8d. (11d.)
337/67	Fixing the basic price and purchase price of table grapes	8d. (11d.)
338/67	Fixing the conversion coefficients to be applied to the purchase price laid down for table grapes by Council Regulation No. 337/67	8d. (11d.)
350/67	Defining the destination zones in respect of the application of export refunds for cereals	8d. (11d.)
354/67	Fixing refunds on cereals and certain categories of wheat or rye flour, groats and meal	8d. (11d.)
374/67	Revoking Regulation No. 322/67 establishing a countervailing duty on imports of outdoor tomatoes from Rumania	8d. (11d.)
375/67	Fixing the levies in the olive oil sector	8d. (11d.)
390/67	Altering the corrective amount applicable to the refund on cereals	8d. (11d.)
620/67	Adding an Article 4 (a) to Regulation No. 217/67 and amending the Annexes to that Regulation	8d. (11d.)
668/67	Amending the corrective amount applicable to the refund on cereals	8d. (11d.)

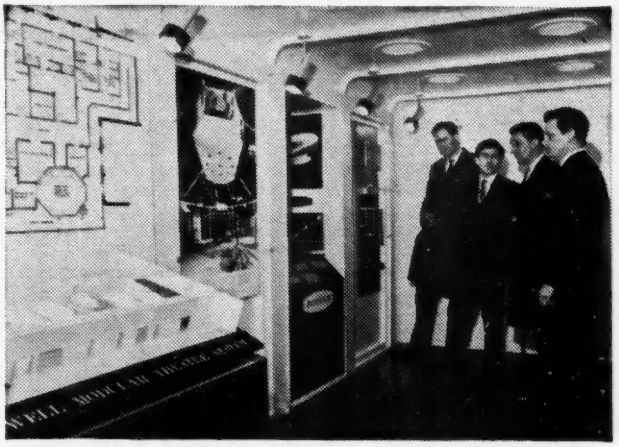
Common organization of the market for cereals

THE *Board of Trade Journal* dated January 26, 1967 (page 279) contained an announcement about the common organization of the market for cereals.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L15 dated January 18, 1968.

Regulation (CEE) No. 61/68 modifies the levies applicable to imports of processed products with a cereal or rice base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.



Senior executives of Honeywell Controls Ltd., looking at the model of a Honeywell Modular Operating Theatre System inside the 'Medic-ex' mobile exhibition vehicle, which left Britain on January 27 to tour Western and Eastern Europe, presenting the products of British medical equipment manufacturers. Honeywell are the major supporters of 'Medic-ex', having taken more than half the display space. Their Modular Operating Theatre System, entirely British-designed and made at their Hemel Hempstead (Herts) plant, is already selling well in Western Europe. Shown (left to right) are: Mr. Derek Barlett, sales manager of Honeywell's Medical Equipment Division; Mr. Christopher Kemp, marketing manager for the theatres; Mr. E. Theobald, of Theobald-Corke Ltd., sponsors of the exhibition; and Mr. Roger Taylor, publicity manager for Honeywell's medical products.

Common organization of the market for ovalbumin and lactoalbumin

THE *Board of Trade Journal* dated December 8, 1967 (page 1503) contained an announcement about the common organization of the market for ovalbumin and lactoalbumin.

The text of the following Regulation which also affects trade in this sector has been published in the *Journal Officiel des Communautés Européennes* No. L13 dated January 17, 1968.

Regulation (CEE) No. 57/68 modifies the supplementary amount for ovalbumin and lactoalbumin (other than dried).

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for sugar

THE *Board of Trade Journal* dated January 12, 1968 (page 132) contained an announcement about the common organization of the market for sugar.

The text of the following Decisions, which also affect trade in this sector, have been published in the *Journal Officiel des Communautés Européennes*.

Decision No. 68/24/CEE fixes the maximum amounts for the export refund for sugar exported to third countries (*Journal Officiel* No L14 dated January 17, 1968).

Decision No. 68/36/CEE fixes the world market price for white sugar and raw sugar for the period January 1, 1968, to March 31, 1968 (*Journal Officiel* No. L18 dated January 22, 1968).

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

(*Continued on next page*)

EEC, *continued*

Common organization of the market for poultry meat

THE *Board of Trade Journal* dated January 12, 1968 (page 132) contained an announcement about the common organization of the market for poultry meat.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L17 dated January 20, 1968.

Regulation (CEE) No. 74/68 fixes the supplementary amount for certain products in the poultry meat sector.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Trade in cereal based animal feedstuffs

THE *Board of Trade Journal* dated January 19, 1968 (page 207), contained an announcement about trade in cereal based animal feedstuffs.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L15 dated January 18, 1968.

Regulation (CEE) No. 61/68 modifies the levies applicable to imports of processed products with a cereal or rice base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Common organization of the market for rice

THE *Board of Trade Journal* dated January 26, 1968 (page 279) contained an announcement about the common organization of the market for rice.

The text of the following Regulation, which also affects trade in this sector, has been published in the *Journal Officiel des Communautés Européennes* No. L15 dated January 18, 1968.

Regulation (CEE) No. 61/68 modifies the levies applicable to imports of processed products with a cereal or rice base.

The French text of the above Regulation may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423). In due course an unofficial translation of this Regulation will be published by HMSO.

Imports from non-member countries

THE *Board of Trade Journals* dated September 15, 1967 (page 669), November 10, 1967 (page 1206) and December 22, 1967 (page 1616), contained details of goods which, under the provisions of Article 115 of the Treaty of Rome, will not benefit from Community treatment when imported from another Member State even though they may be accompanied by a circulation certificate.

The *Journal Officiel des Communautés Européennes* No. L15 dated January 18, 1968, contains the text of **Decision No. 68/46/CEE** which amends the expiry date of the authority previously given to Italy to exclude from Community treatment imports of primary cells and primary batteries (tariff number 85.03) when they originate in Japan, from December 31, 1967 (see **Decision No. 67/299/CEE**, *Board of Trade Journal*, June 16, 1967, page 1578) to July 1, 1968.

The same *Journal Officiel* contains the text of **Decision No. 68/47/CEE** which amends the expiry date of the authority previously given to Germany to exclude from Community treatment, sodium bichromate (tariff heading No. ex 28.47 BII) originating in USSR, Poland, Rumania, Czechoslovakia and Hungary, from December 31, 1967 (**Decision No. 67/462/CEE**, *Board of Trade Journal* August 4, 1967, page 291) to July 1, 1968.

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

Tariff quotas in the European Economic Community

THE *Board of Trade Journal* dated January 5, 1968 (page 58) contained an announcement about tariffs and tariff quotas in the European Economic Community.

The text of the following Decisions which relate to tariff quotas for imports from third countries have been published in the *Journal Officiel des Communautés Européennes* No. L14 dated January 17, 1968.

Decision 68/22/CEE grants to Germany a tariff quota of 30 tonnes at a rate of duty of 3.5 per cent for silk yarn, coming under tariff heading No. ex 50.04. This quota is valid for the period January 1, 1968, to December 31, 1968.

Decision No. 68/23/CEE grants to Germany a tariff quota of 110 tonnes at a rate of duty of 2 per cent for yarn spun from silk waste, coming under tariff heading No. ex 50.05. This quota is valid for the period January 1, 1968, to December 31, 1968.

Journal Officiel No. L18 dated January 22, 1968, contained the text of **Decision No. 68/33/CEE** which grants to Italy a tariff quota of 5,000 head of bull, cows and heifers for slaughter at a rate of 4 per cent. This quota is valid for the period January 1, 1968, to December 31, 1968.

The French text of the above Decisions may be seen on application to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 423).

SPAIN

Customs tariff (1)

IN THE *State Gazette* of January 17, the Spanish authorities announced the following corrections to the customs tariff modifications which appeared in the *State Gazette* of November 15, 1967, and were published in the *Board of Trade Journal* of December 15, 1967 (page 1568):

(a) In the list of revised sub-headings and import duties, the description against item 84 45 C 11 should read 'forging, stamping or inlaying machines other than presses';

(b) The following should be added to the list of items paying an import duty of 1 per cent only:

Tariff heading	Description
84 45 C 10 Ex	Vertical machines to make tank bottoms

Customs tariff (2)

IN THE *State Gazette* of January 19, the Spanish authorities announced the following corrections to the customs tariff modifications which appeared in the *State Gazette* of November 16, 1967, and were published in the *Board of Trade Journal* of December 8, 1967 (page 1499):

(a) In the list of revised sub-headings and import duties, the following footnote should be added to the items 84 15 B 1 (freezing tunnels used in the poultry industries) and 84 22 G3 (overhead rail conveyors of the type used in the poultry industries): 'These duties will only be applied when the item is accompanied by imports of special machines used in the processing of poultry, as defined in item 84 28 C 3.'

(b) In the list referred to in (a) above, the item 84 23 A (mechanical shovels, excavators and skimmers) should read '84 23 A 2'.

Suspension of import duties (fresh milk)

In the *State Gazette* of January 19, the Spanish authorities announced the suspension of import duties on fresh milk (tariff heading 04 01) until March 31, 1968.

Suspension of import duties (steel slabs)

IN THE *State Gazette* of January 17, the Spanish authorities announced the extension of the import duty suspension on slabs of non-special iron or steel of more than 1,000 kg. weight and of more than 120 millimetres thickness (sub-heading 73 07 B 4 a) until March 2, 1968.

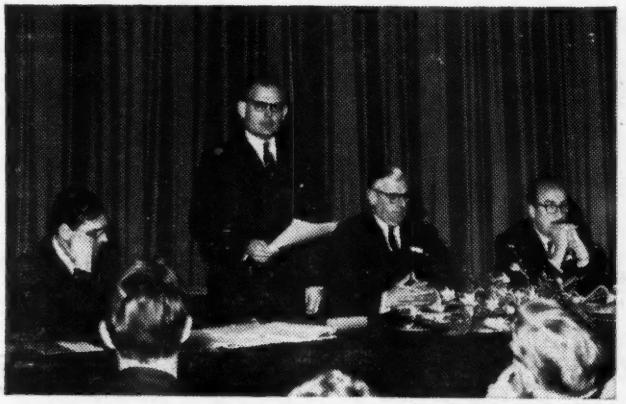
Customs tariff (1)

IN THE *State Gazette* of January 20, the Spanish authorities announced the following duty reductions on certain sub-headings of their customs tariff:

Tariff heading	Description	Transitory Duty		Home Compensation Tax Levy	
		Existing rate	Percentage reduction	Existing rate	Percentage reduction
05.04 A	Guts:				
1	dried	10%	90%	4%	90%
3	other than dried or in brine	10%	90%	4%	90%
15.11 B	Purified glycerol	5·5%	100%	12%	90%
23.04 B	Oil-cake and other residues (except dregs), resulting from the extraction of vegetable oils, other than of cotton	2%	100%	6%	100%
26.01 B	Manganese ores, including manganiferous iron ores containing 20% or more of manganese	Free	no change	8%	100%
26.01 M 2 Ex	Nickel ores, only	Free	no change	8%	100%
26.03 C Ex	Ash and residues, containing tin, only	Free	no change	5%	100%
29.14 D	Acrylic and methacrylic acids, their salts and esters	25%	60%	no change	—
31.02 A	Natural sodium nitrate, containing not more than 16% of nitrogen	Free	no change	8%	100%
38.19 E 2	Mixed alkylbenzenes, other than dodecylbenzene	5·5%	100%	11%	50%
39.01 G Ex	Polyterephthalate ethylene glycol, only	9%	50%	no change	—
75.01 A	Nickel mattes, nickel speiss and other intermediate products of nickel metallurgy; unalloyed, unwrought nickel, whether or not in cubes or balls	Free	no change	8%	100%
75.01 B 3 Ex	Nickel-magnesium alloys, only	Free	no change	10%	100%
75.01 C	Nickel waste and scrap	Free	no change	8%	100%
75.05	Electro-plating anodes of nickel, wrought or unwrought, including those produced by electrolysis	4·5%	100%	12%	90%
81.04 K Ex	Cobalt, unwrought, only	Free	no change	11%	100%
84.60 Ex	Moulds of a type used for the manufacture of cast iron pipe, centrifuged, only	15%	80%	no change	—
87.01 B 1	Track-laying tractors, with a cylinder capacity of 6,000 c.c. or less	23%	100%	13%	80%

Customs tariff (2)

THE FOLLOWING CORRECTION should be made to the item headed 'Spain: Customs Tariff', which was published in the *Board of Trade Journal* of January 26 (page 280): in the last line of the item, for 'December 5, 1967 (page 1670)' read 'December 29, 1967 (page 1670)'.



A reception to launch a new Spanish-language edition of the magazine 'British Chemical Engineering' was held on January 8. Seen speaking at the reception is Mr. J. H. Pownall, CRE, Board of Trade. On the right of Mr. Pownall are Mr. P. K. Jennens, chairman of Heywood-Temple Industrial Publications, and Dr. Ramon Mas Beya of Editorial Lye, Heywood-Temple's partner in the venture. On the left is Mr. R. N. Quartano, managing director of Heywood-Temple.

GIBRALTAR

Customs tariff amendments

THE BOARD OF TRADE have received a copy of *Gibraltar Government Gazette* No. 1,105 of December 30, 1967, which states that:

1. The First Part of the First Schedule to the Imports and Exports Ordinance is amended as follows:

(a) by inserting the following new Item 8A after Item 8:

'Item No.	Article	Preferential Duty	General Duty
8A	Manufactured cigarettes per lb. with an additional duty of 8s. per thousand cigarettes,' and	14s. 0d.	14s. 6d.

(b) by deleting the entries in relation to Item 16 and Item 22 which set out the import duty on safety razor blades and on processed and soluble coffee respectively.

2. The Second Part of the First Schedule to the Imports and Exports Ordinance is amended:

(a) by deleting the entries in relation to Item 1 and Item 5 which set out the import duty on manufactured cigarettes and on raw coffee respectively;

(b) by inserting the following new Item 39 after Item 38:

'Item No.	Article	Preferential Duty	General Duty
39	Boxes, bags or other containers of whatever material, used exclusively in the pre-packing in sealed containers of any foodstuffs for sale.	Free	Free

All inquiries relating to these amendments should be addressed to Export Services Branch (Tariff Division), Board of Trade, Room E48, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).

MOROCCO

Customs tariff modifications

THE MOROCCAN *Bulletin Officiel* of January 3, 1968, published the following details of modifications to the table of customs duties (*ad valorem*) levied on imports into Morocco. The new rates came into effect as from January 8.

Tariff No.	Description	Tariff	
		General	Working
79-06	Other articles of zinc:		
	A. Discs and washers or pastilles of zinc (of a thickness of more than 0·20 mm. and of a diameter of more than 6 mm.), the thickness of which exceeds one-tenth of the diameter, obtained from a punching machine, from strips, comprising rough shapes for manufacturing, by moulding, tubular zinc cases, imported by industrial concerns	40	7·5
	B. Other.	40	25

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E46, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 475).

ZAMBIA

Customs tariff amendments

TELEGRAPHIC INFORMATION has been received from Lusaka of certain amendments to the Zambian Customs Tariff announced in the Budget speech on January 25.

Customs duties have been increased on the following items:

Cars of over 1500 c.c. by £10 and for every 100 c.c. over that size;

Imported cigarettes by 10s. per lb.;

Cigars and tobacco manufactures by 33⅓%;

Beer by 2s. per gallon.

Full details will be published as soon as possible, meanwhile any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

NIGERIA

Import licensing regulation

LEGAL NOTICE NO. 9 of 1968, published in the Federal Republic of Nigeria *Official Gazette* of January 18, amends, with effect from January 17, Open General Licence (All Countries) No. 1 of 1964, referred to in the *Board of Trade Journal* of June 12, 1964 (pages 1316-1317) and subsequently amended, is now further amended by the addition of the following items:

Description	Import List Group	Item No.
31. Wood and plywood, semi-worked	631 632	10, 20, 40, 80 10
32. Exercise books	642	30
33. Footwear with uppers of leather and soles	851	01, 02, 03, 04, 05
34. Developed cinematograph films	863	00
35. Paper board labels	892	91
36. Unissued postage and similar stamps, bank-notes and similar documents, of title	892	93
37. Children's toys, indoor games, etc.	894	20
38. Fountain pens – especially ballpoint pens	895	21
39. Imitation jewellery	897	20
40. Passenger cars	732	11, 12, 13, 14, 15, 16
41. Radio and radiograms, TV, tape recorders and gramophones	724	21, 22, 29, 94
42. Apparel:		
(a) Men's and boys' outer garments	841	11, 12, 44
(b) Women's and girls' outer garments	652 653	23-29 All
43. Textile piece-goods	654 655	All 10, 40
44. Stockfish	031	21
45. Cereal flour and starch for food	048	80
46. Food preparations	099	00
47. Carpets and rugs	657	90
48. Porcelain and china household ware	666	40
49. Sugar confectionery (excluding chocolates)	062	00
50. Tomato puree	053	31
51. Common and toilet soap	554	11
52. Packing containers of paper	642	11
53. Envelopes	642	20
54. Chairs	821	01
55. Furniture (domestic and office)	821	09
56. Beer	112	39
57. Cigarettes	122	20
58. Rice	042	00
59. Vegetables, roots and tuber	054	All
60. Edible nuts	951	70
61. Pastry biscuits and cakes	048	42
62. Handbags, wallets, purses, pocketbooks, and similar articles of all materials	831	02
63. Wines and spirits	112	11, 12, 13, 41, 43, 44, 45, 46, 49
64. Socks	841	26
65. Tarpaulins	656	20
66. Beads	899	10
67. Flasks	899	97
68. Houseware of other ceramic materials other than china	665	20
69. Domestic utensils:		
(a) Of aluminium	697	23, 29
(b) Other metal other than enamel and aluminium	632	70
70. Domestic refrigerators	725	01
71. Domestic washing machines	725	02
72. Domestic air conditioning machinery	725	06
73. Electric hair driers	725	05
74. Shirts	841	13
75. Pleasure boats	735	31, 39

Note:

The effect of this amendment is that specific import licences are now required for the importation into Nigeria from all countries of the goods listed in the above Legal Notice.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

MALAWI

Customs tariff amendment

MALAWI GOVERNMENT Notice No. 262 amends the customs tariff with effect from December 29, 1967, to the following extent (Britain pays the column 6 rate of duty):

(a) In Part I (Interpretation) thereof by the insertion in paragraph 1 between the definitions relating to 'domestic' and 'heading' the following additional material:

'Duty-quota licence' when provided for in any heading in Part III of this Schedule means a valid licence issued by or on behalf of the Secretary for Economic Affairs specifying that the goods of the description and of the quantities or values set out therein may be accepted for classification in that heading in favour of the person to whom the licence was issued provided such goods are properly classified in that heading.

(b) In Part III thereof:

(ii) by the addition after sub-heading No. 56.07.02 and preceding sub-heading No. 56.07.99 of the following:

1 B.T.N. No	2 Nomenclature	3	4 Effective Rates	5	6
	Bleached or dyed in the piece, or of a kind substantially of one colour (including neutrals) as may be determined by the Controller: n.e.s.:				
55.09.30	Under duty-quota licence	Per sq. yd.	35% or £0 1s. 1d.	35% or £0 1s. 1d.	20% or £0 0s. 9d.
55.09.39	Other	Per sq. yd.	35% or £0 1s. 6d.	35% or £0 1s. 6d.	20% or £0 1s. 2d.

(ii) by the addition after sub-heading No. 56.07.02 and preceding sub-heading No. 56.07.99 of the following:

1	2	3	4	5	6
	Of fibres of the kind set out in Note (1) (b) to Chapter 51 (e.g., spun rayons) bleached or dyed in the piece, or of a kind substantially of one colour (including neutrals) as may be determined by the Controller: n.e.s.:				
56.07.30	Under duty-quota licence	Per sq. yd.	35% or £0 1s. 1d.	35% or £0 1s. 0d.	20% or £0 0s. 9d.
56.07.39	Other	Per sq. yd.	35% or £0 1s. 6d.	35% or £0 1s. 6d.	20% or £0 1s. 2d.

Any inquiries relating to the above notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468).

KENYA

Import licensing regulations

LEGAL NOTICE No. 1 published in the Kenya Official Supplement No. 1 of January 3, announces with effect from January 1, the Imports, Exports and Essential Supplies (Imports) (Amendment) Order, 1968, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 27, 1964 (pages 1200-1201) and subsequently amended, is now further amended as follows:

FIRST SCHEDULE

Item No.	Description
By the deletion of the following items:	
691 1 1	Metal windows only.
697 1 1	Pressure stoves.
By the insertion in their correct numerical order of the following new items:	
541 7 0	Gripe water and/or gripe mixture.
581 2 0	Plastic louvre windows or parts thereof.
691 1 1	Metal windows and metal doors including louvres.
698 9 3	Aluminium windows including aluminium louvres or parts thereof.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 472).

Customs Tariff Amendments

THE ISRAELIS have issued a special supplement to the Customs Tariff containing duty reduction which came into effect on November 23, 1967, and are applicable to goods assessed at the new rate of exchange (US $1.00=IL 3.50). The reductions are non discriminatory although the vast majority of the items are for goods normally imported from countries which have not devalued.

1. On page 98 at the top, after 'for the year 1967' add: and 1968.
2. For the period up to December 31, 1968, the Customs Tariff Schedule shall apply as amended by section 3 and 4 below.
3. Instead of the rates in the Schedule opposite the heading numbers shown in Column A, the rates shown in column B shall be substituted as follows:

Heading	Column A	Column B Rate of Duty		
		Unit	In IL.	*Ad valorem*
04.01				3%
04.02	1021.			3%
07.01	3000.	Kg.	1·80	+ 15%
08.01	3010.	Kg.	0·70	+ 15%
	3090.	Kg.	2·45	+ 15%
08.03	2000.	Kg.	1·75	+ 15%
08.04	2000.	Kg.	1·75	+ 15%
08.05	1010.	Kg.	1·70	+ 15%
	1090.	Kg.	5·80	+ 15%
	2010.	Kg.	1·g0	+ 15%
	3010.	Kg.	2·70	+ 15%
	3090.	Kg.	5·80	+ 15%
	4010.	Kg.	2·70	+ 15%
	4090.	Kg.	5·80	+ 15%
	9910.	Kg.	3·80	+ 15%
08.12	1090.	Kg.	2·90	+ 15%
	2090.	Kg.	1·90	+ 15%
	3000.	Kg.	3·70	+ 15%
	9900.	Kg.	3·10	+ 15%
09.10	2000.	Kg.	1·45	+ 15%
09.04	1010.	Kg.	4·90	+ 15%
	1090.	Kg.	3·15	+ 15%
	9900.	Kg.	5·85	+ 15%
09.06		Kg.	3·70	+ 15%
09.07		Kg.	6·60	+ 15%
09.08	1000.	Kg.	10·70	+ 15%
	9900.	Kg.	9·80	+ 15%
09.09	2000.	Kg.	2·20	+ 15%
	3000.	Kg.	2·65	+ 15%
09.10	3000.	Kg.	2·70	+ 15%
	4000.	Kg.	3·90	+ 15%
12.05		Kg.	0·20	+ 15%
12.08	2000.	Kg.	2·00	+ 15%
13.01	1000.	Kg.	2·70	+ 15%
21.05				40%
21.07	2000.			3%
22.08	1000.			15%
23.07	9910.	Kg.	0·04	+ 3%
	9990.			3%
22.15		Kg.	0·43	+ 15%
25.15		Kg.	0·43	+ 15%
27.10	5091.			65%
	5099.			80%
	5510.			65%
	5590.			80%
	9991.			65%
	9999.			80%
29.38	1039.	Million units of vitamin A therein	0·04	+ 3%
	1090.			+ 3%
30.40	4000.	Kg.	0·90	+ 15%
32.04	2000.	Kg.	2·70	+ 15%
34.01	2000.	Kg.	4·40	+ 15%
34.03	9991.			65%
	9999.			80%
37.03	4090.			75%
38.17				3%
39.01	3520.	Kg.	16·00	+ 15%
39.02	4030.			20%
	5040.	Kg.	16·00	+ 15%
39.03	5010.			20%
	9931.	Kg.	16·00	+ 15%
39.05	9910.	Kg.	16·00	+ 15%
39.06	9910.	Kg.	16·00	+ 15%
39.07	1420.	Kg.	16·00	+ 15%
44.01	1000.	t.	40·00	+ 15%
44.03	5000.	t.	40·00	+ 15%
44.03	6000.	t.	40·00	+ 15%
44.04	3000.	t.	40·00	+ 15%
	4000.	t.	40·00	+ 15%
44.09	1000.	Kg.	0·40	+ 15%
47.02				3%
51.01	2092.			35%
	2099.			40%
51.02	3000.	Kg.	16·00	+ 15%
62.03	1090.			3%
64.01	9900.	Pair	7·50	+ 10%
64.02	9900.	Pair	7·50	+ 10%
64.03		Pair	7·50	+ 10%
64.04		Pair	7·50	+ 10%
68.02	9900.	Kg.	0·75	+ 15%
69.07		m^2	3·40	+ 15%
69.08		m^2	3·40	+ 15%
70.19	3000.	m^2	5·80	+ 15%
71.02	2090.	Gross	0·10	+ 15%
71.03	9900.	Gross	0·10	+ 15%
71.06	1000			3%
71.07	1000.			3%
	2010.			3%
71.09	1000.			3%
	2010.			3%
71.11	1000.			3%
	2000.			3%
71.15	2090.	Gross	0·10	+ 15%
72.01	9910.			3%
73.10	1012.	Kg.	0·01	+ 15%
	1019.	Kg.	0·09	+ 15%
	1040.	Kg.	0·06	+ 15%
	1052.	Kg.	0·06	+ 15%
	1054.	Kg.	0·06	+ 15%
	1079.	Kg.	0·06	+ 15%
	1090.	Kg.	0·06	+ 15%
73.11	1010.	Kg.	0·06	+ 15%
73.12	1000.	Kg.	0·06	+ 15%
	4010.	Kg.	0·15	+ 15%
	4090.	Kg.	0·02	+ 15%
73.13	1010.	Kg.	0·15	+ 15%
73.14	3090.	Kg.	0·10	+ 15%
73.22	9900.			3%
74.24	9900.			3%
73.29	1000.			3%
	9999.			3%
73.39	1000.	Kg.	1·10	+ 15%
73.40	8012.			3%
74.10	2000.			3%
74.16	9900.			3%
76.12	1000.			3%
	9900.			3%
78.06	1000.			3%
84.03	1019.			3%
84.18	9011.			3%
84.21	3090.			3%
	6000.			3%
84.61	3000.			3%
85.01	4092.			3%
87.06	2000.			3%
87.07	1011.			3%
	1021.			3%
	1022.			3%
	9921.			3%
90.28	4530.			45%
90.29	3000.			45%
92.01	2000.	Each	100·00	+ 10%
93.02	9910.			3%
93.03	1010.			3%
93.04	1091.			3%
804	2000.			3%
805	1000.			3%
	2000.			3%
818	1000.			175%
	1500.			115%
	2000.			30%
	4000.			90%
	4900.			90%

4. In every heading of the Schedule not specified in section 3 above – and excluding heading 09.02, 49.01, 49.06, paragraph 3000 of 49.11, paragraph 2000 of heading 70.15, subparagraph 9990 of heading 76.02, subparagraph 2010 of heading 85.01, items 3033 and 3042 of heading 87.02, paragraph 1000 and subparagraphs 5020 of heading 87.04, paragraph 4000 of heading 87.06, paragraph 2000 of heading 90.18, heading 207, heading 422, heading 718– instead of the rate opposite them in column A, the rate in column B shall be substituted.

Column A	Column B	Column A	Column B
5%	Exempt	72%	60%
10%	5%	75%	60%
15%	10%	76%	60%
20%	15%	80%	65%
25%	20%	85%	70%
30%	25%	90%	75%
32%	25%	100%	80%
35%	25%	110%	90%
40%	30%	120%	100%
42%	30%	130%	110%
43%	30%	150%	125%
45%	35%	160%	135%
50%	40%	165%	140%
54%	45%	175%	140%
55%	45%	180%	150%
57%	45%	200%	170%
60%	50%	250%	210%
64%	55%	270%	220%
70%	60%		

5. Notwithstanding anything said in the Schedule, the *ad valorem* duty of goods falling within any of its headings – released between November 19, 1967 and November 23, 1967 – shall be 6/7 of the rate that was specified opposite the heading hitherto.
6. In the Schedule, in heading 7:
   (1) In paragraph (A) (1) E, everywhere instead of IL.120, substitute IL.140.
   (2) In item 4011, instead of IL.75, substitute IL.90.
   (3) In subparagraph 4020 instead of IL.120, substitute IL.140, and instead of IL.60, substitute IL.70.
7. In the Schedule, in heading 818:
   (1) In paragraph 1, instead of 500, substitute 600.
   (2) In paragraph 2000, instead of 'on IL.15 f.o.b.' substitute 'IL.20 f.o.b.'
   (3) In paragraph 3000, instead of 'does not exceed IL.15·0 f.o.b.' substitute 'does not IL.20.0 f.o.b.'
   (4) In paragraph 4000, the part starting with 'if the value of these goods,' instead of IL.100 f.o.b., substitute IL.120 f.o.b.
   (5) At the end of heading 818, the part starting with 'exceeds IL.100 f.o.b. 'substitute M
   (5) At the end of heading 818, the part starting with 'exceeds IL.100 f.o.b.', substitute with 'exceeds IL.120.0 f.o.b.' and instead of 'a value exceeding IL.15.0 f.o.b.' read 'a value exceeding IL.20.0 f.o.b.'

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. 01-248 5757, Ext. 420).

IRAN

Import regulations

THE CENTRAL Bank of Iran has announced that imports of ironware falling under Customs Tariff Nos. 701/1, 701/2, 701/4 and 701/5 are now subject to the prior approval of the Ministry of Economy.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 420).

MALAYSIA

Import Control

(A) THE MALAYSIAN *Government Gazette* dated December 30, 1967, published the following amendments to various Prohibition of Imports Orders:

Notification PU 639, dated December 23, 1967, amends the Schedule to the Customs (Prohibition of Imports) (States of Malaya) Order 1966; Notification PU 640, dated December 23, 1967, amends the Schedule to the Customs (Prohibition of Imports) (Sabah) Order, 1967, and Notification PU 641, dated December 23, 1967, amends the Schedule to the Customs (Prohibition of Imports) (Sarawak) Order, 1967, by deleting the following items:

	Travelling rugs and blankets, as under:	
656 610	of wool	All countries
656 620	of cotton	All countries
656 630	of other textile material	All countries

This means that the goods concerned are no longer subject to specific import licensing.

Notification PU 639, dated December 23, 1967, also amends the Schedule to the Customs (Prohibition of Imports) (States of Malaya) Order, 1966, by substituting for the item bearing Tariff Code No. 725 035 the following:

725 035	Table fans, pedestal fans and wallbracket fans, other than ring-mounted exhaust fans	All countries

(B) THE MALAYSIAN *Government Gazette* dated January 4, 1968, published the following amendments to various Prohibition of Import Orders:

Notification PU 4 dated December 29, 1967 amends the Customs (Prohibition of Imports) (States of Malaya) Order, 1966; the Customs (Prohibition of Imports) (Sabah) Order, 1967, and the Customs (Prohibition of Imports) (Sarawak) Order, 1967, by deleting the following items:

081 401	Prawn dust	All countries
561 100	Nitrogenous fertilizers and fertilizer materials in bulk, other than natural, including ammonium and calcium nitrate and urea prepared for use as fertilizer	All countries
561 200	Phosphatic fertilizers and fertilizer materials in bulk, other than natural, including basic slag, calcium phosphates, and superphosphates	All countries
561 300	Potassic fertilizers and fertilizer materials in bulk, other than natural, including potassium chloride and potassium sulphate but excluding potassium carbonate	All countries
561 901	Composite, complex or compound fertilizers (other than separate chemically defined compounds) being mineral or chemical fertilizers containing two or more different fertilizing substances (nitrogen, phosphorous or potassium)	All countries
561 909	Fertilizers not elsewhere specified, including nitrogenous phosphatic and potassic fertilizers put up in tablets, lozenges or similar forms or in packings of a gross weight not exceeding 22 lb.	All countries

This means that the goods concerned are no longer subject to import licensing.

Notification PU 4 dated December 29, 1967, also amends the above orders by adding thereto the following new item:

725 034	Ceiling fans	All countries

This means that specific licences are required for the importation of these goods from any country.

SINGAPORE

Urgent declarations and provisional declarations

SINGAPORE NOTICE TO TRADERS No. 2 of 1968 informs traders, shipping and airline agents that with effect from Friday, January 19, 1968, the following fees will be charged:

(1) Inward declaration for urgent processing	S$10
(2) Export permit and outward declaration for urgent processing	S$10 per declaration: Provided that where a single declaration is used in respect of any number of consignees then an additional fee of S$1 is paid in respect of each additional consignee.
(3) Provisional inward declaration	S$10
(4) Provisional export permit and outward declaration	S$10 per declaration: Provided that where a single declaration is used in respect of any number of consignees then an additional fee of S$1 is paid in respect of each additional consignee.

2. No fees are payable for items (1) and (2) in respect of the following:

(a) Personal and household effects;
(b) Parcel post declarations by individuals;
(c) Declarations made by Embassies, Consulates and the like;
(d) Non-commercial imports or exports of birds and domestic animals;
(e) Corpses, and ashes of dead bodies; and
(f) Permits approved by the Primary Production Department.

3. No fees are payable for iems (3) and (4) in respect of the following:

(a) Declarations covering transhipment trade with the States of Malaya; and
(b) Timber export provisional declarations.

Traders, shipping and airline agents are advised that Provisional Permits will be granted only in respect of certain commodities as at present, and that the mere payment of the appropriate fee will not automatically result in the approval of Provisional Declarations.

Rubber export cess

NOTICE TO SINGAPORE TRADERS No. 53 of 1967 states that the Rubber Export (Cess on Exports) Order, 1967, was published as Gazette Notification No. S 248 in Subsidiary Legislation Supplement No. 77 of December 15, 1967.

The Order came into effect on January 1, 1968, and provides for the collection of rubber export cess by the Rubber Association of Singapore at the rate of 35 cents per ton or part thereof. The cess is payable on transhipment cargo as well.

PAKISTAN

Import — licensing policy

PAKISTAN'S IMPORT POLICY for the shipping period January-June 1968 was announced on January 12.

The 'Free List' has been increased from 10 to 14 items and the licensable list reduced from 93 to 13 items. Other measures include an increase in the cash-cum-bonus list from 11 to 71 items and the lifting of previous quantitative restrictions on imports of seven of the items on the bonus list.

Further details concerning the new policy will be published as soon as the official *Pakistan Gazette* is received. Meanwhile any inquiries should be addressed to Export Services Branch, Board of Trade, Room E05, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 455).

OPPORTUNITIES FOR EXPORTERS

Details of inquiries for United Kingdom products by overseas buyers, contracts open for tender, and agents wishing to represent United Kingdom firms, are published each week in the Board of Trade Journal *under the heading 'Information for Exporters'. Fuller information is also provided in the* Export Service Bulletin, *which is published by the Export Services Branch of the Board of Trade.*

CEYLON

Textile imports

THE *Board of Trade Journal* of March 6, 1964 (p. 537) gave notice that the c.i.f. price of imported textiles must not exceed Rs. 1 per yard. The Board of Trade has heard from the British High Commission in Colombo that the maximum c.i.f. price has now been raised to Rs. 2 per yard.

All inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 468/9).

AUSTRALIA

Tariff Board inquiry

THE AUSTRALIAN Minister for Trade and Industry has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **drawing instruments and protractors** (tariff items 90.16.1 and 90.16.26).

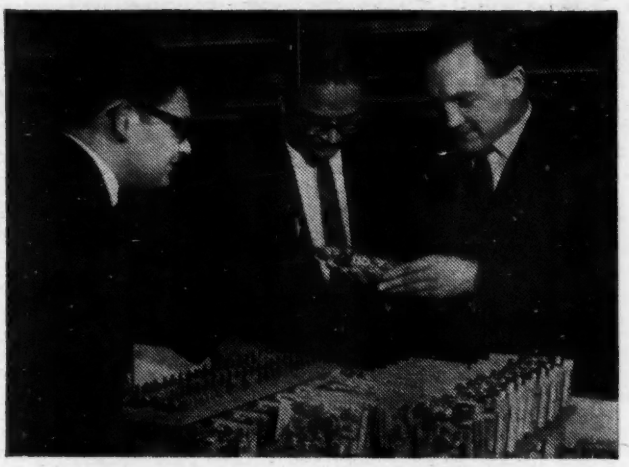
This reference is of departmental origin.

Details of the tariff items under which the above-mentioned goods are dutiable are given below:

Tariff Item	Goods	Rates of Duty	
		General	Preferential
90.16	Drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs, slide rules, disc calculators and the like; measuring or checking instruments, appliances and machines (including micrometers, callipers, gauges, measuring rods and balancing machines), being goods not falling within any other item in this Chapter; profile projectors:		
90.16.1	Drawing, marking-out and mathematical calculating instruments, drafting machines, pantographs, slide rules, disc calculators and the like:		
90.16.110	Drafting instruments (whether or not using a system of parallelograms) with or without drawing boards, stands or tables	In respect of a component specified in note 8 to this Chapter – 42½% In respect of the remainder of the goods – 30%	In respect of a component specified in note 8 to this Chapter – 17½% In respect of the remainder of the goods – 20%
90.16.120	Set squares whether or not adjustable, compasses, dividers, drawing curves and rulers	40%	17½%
90.16.130	Straight-edges; scribers; centre punches .	35%	27½%
90.16.140	Surface plates; V-blocks	55%	27½%
90.16.150	T squares, wholly or partly of wood, not being goods falling within paragraph 90.16.12	47½%	22½%
90.16.190	Other	7½%	Free
90.16.2	Measuring or checking instruments, appliances and machines (including micrometers, callipers, gauges, measuring rods and balancing machines); profile projectors:		
90.16.26	Protractors, divided scales, measuring rods, tape measures and the like:		
90.16.261	Divided scales (other than protractors), engine divided; measuring rods, engine divided . . .	7½%	Free
90.16.262	Protractors; measuring rods (including rules and rulers) not falling within sub-paragraph 90.16.261 . .	40%	17½%
90.16.269	Other	35%	27½%

This matter has been reported by telegraph by HM Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than February 20.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference No. CRE 279/68.

(*Continued on page* 355)



Mr. A. Raman, superintendent of the Production Control Department at the Madras works of the English Electric Company of India Ltd., spent four days last month at the St. Albans factory of Marconi Instruments. He had talks with Marconi executives concerning production of certain Marconi Instruments equipments now being undertaken at the Madras works. The picture shows Mr. Raman (centre) with Mr. M. Kelsey (right), Marconi Instruments Works Manager, and Mr. B. Steger-Lewis, Production Controller, discussing the manufacture of printed circuits.

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LETTERS TO THE EDITOR

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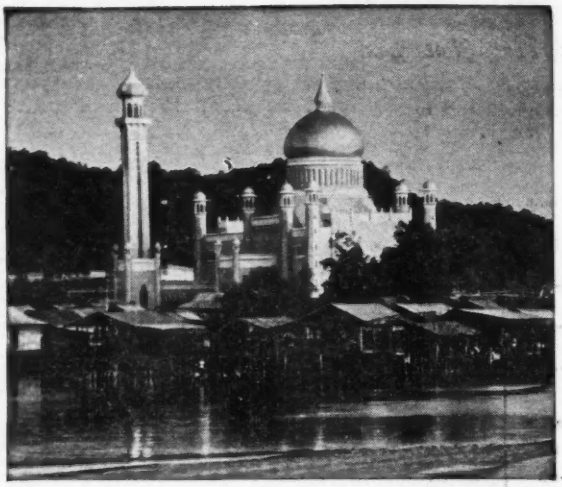

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AUSTRALIA, *continued*

Tariff changes

DETAILS ARE given below of the changes made in the Australian Customs Tariff by Customs Tariff Proposals which came into effect on January 2 (tariff items not falling within Chapter 92) and January 6 (the remainder), 1968. Deletions from and additions to the Customs Tariff are shown by square brackets and italics respectively.

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
39.01	Condensation, polycondensation and polyaddition products, whether or not modified or polymerized, and whether or not linear (including phenoplasts, aminoplasts, alkyds, polyallyl esters and other unsaturated polyesters, silicones):				
39.01.2	Monofil, tubes, rods, sticks and profile shapes whether or not surface-worked but not otherwise worked:				
	New paragraph				
39.01.240	*Agglomerated with glass fibre, whether or not falling within another paragraph in this sub-item*	7½% (Under former item 39.01.290)	Free	22½% (Under new item 39.01.240)	12½%
39.01.290	[Of other types]	7½%	Free	22½% (Under new item 39.01.290)	12½%
39.01.290	*Of other types*	No change (Under former item 39.01.290)		7½%	Free
46.03	Basketwork, wickerwork and other articles of plaiting materials, made directly to shape; articles made up from goods falling within item 46.01 or 46.02; articles of loofah:				
46.03.3	Baskets, panniers, hampers and the like:				
	New paragraph				
46.03.320	*Of wicker, cane or bamboo*	No change (Under former item 46.03.390)		32½%	15%
46.03.390	[Of other materials]	32½%	15%	No change (Under new items 46.03.320; 390)	
46.03.390	*Of other materials*	No change (Under former item 46.03.390)		32½%	15%
55.09	Other woven fabrics of cotton:				
55.09.4	Fabrics weighing not less than 6 ounces per square yard and not more than 15 ounces per square yard, not being fabrics falling within sub-item 55.09.1 or 55.09.2:				
	New paragraph				
55.09.430	*Hand-woven cotton fabrics, hand printed, not being goods falling within a previous paragraph in this sub-item, and being goods the manufacture of a less-developed country*	No change (Under former item 55.09.490)		55%	45%
55.09.490	[Other]	55%	45%	No change (Under new items 55.09.430; 490)	
55.09.490	*Other*	No change (Under former item 55.09.490)		55%	45%
84.41	Sewing machines; furniture of a kind used solely or principally with sewing machines; sewing machine needles:				
84.41.300	[Sewing machine heads]	6%	Free	No change (Under new items 84.41.300; 400)	
84.41.300	*Sewing machine heads*	No change (Under former item 84.41.300)		6%	Free
84.41.400	*Domestic sewing machine heads that are the manufacture of a less-developed country*	No change (Under former item 84.41.300)		6%	Free
92.11	Gramophones, dictating machines and other sound recorders and reproducers, including record-players and tape decks, with or without sound-heads; television image and sound recorders and reproducers, magnetic:				
92.11.1	[Gramophones, dictating machines and other sound recorders and reproducers, including record-players and tape decks, with or without sound-heads:				
92.11.110	Sound recorders that do not reproduce sound	55%	27½%	45% (Under new item 92.11.900)	32½%
92.11.120	Dictating machines	7½%	Free	No change (Under new item 92.11.100)	
92.11.130	Sound reproducers or combined sound recorders and reproducers, using tape as the recording or reproducing medium	45%	32½%	No change (Under new item 92.11.900)	
92.11.140	Tape decks, with or without sound-heads	7½%	Free	No change (Under new item 92.11.100)	
92.11.190	Other	60%	27½%	45% Under new item 92.11.900)	32½%
92.11.900	Other]	42½% Primage 5%	17½%	7½% (Under new item 92.11.100)	Free
92.11.100	*Dictating machines; tape decks with or without sound-heads; video recorders and reproducers, that is to say, television image and sound recorders and reproducers, magnetic*	No change (Under former items 92.11.120; 140) 42½% Primage 5% (Under former item 92.11.900) 55% (Under former item 92.11.110) 60% (Under former item 92.11.190)	17½% 27½% 27½%	7½%	Free
92.11.900	*Other*	No change (Under former item 92.11.130)		45%	32½%
92.12	Gramophone records and other sound or similar recordings; matrices for the production of records, prepared record blanks, film for mechanical sound recording, prepared tapes, wires, strips and like goods of a kind commonly used for sound or similar recording:				
92.12.1	[Gramophone records and other sound or similar recordings:				
92.12.110	For use in conjunction with educational films falling within paragraph 37.04.21 or sub-item 37.01.1	Free	Free	No change (Under new item 92.12.100)	
92.12.12	Discs not falling within paragraph 92.12.11:				
92.12.121	6 inches and under in diameter	$0·083 each Primage 10%	$0·037 each Primage 5%	7½% (Under new item 92.12.900)	Free
92.12.122	Over 6 inches in diameter	$0·15 each Primage 10%	$0·075 each Primage 5%	7½% (Under new item 92.12.900)	Free
92.12.13	Tapes, wires, strips and like articles, recorded for visual or visual and sound reproduction:				
92.12.131	Up to and including 9·5 millimetres in width	$0·012 per ft.	$0·008 per ft.	$0·024 per sq. ft.	$0·024 per sq. ft. less 10%
92.12.139	Other	$0·042 per ft.	$0·008 per ft.	(Under new item 92.12.200)	
92.12.190	Other	7½%	Free	7½% (Under new item 92.12.900)	Free
92.12.2	Matrices for the production of records:				
92.12.210	Stamping matrices	45%	27½%	7½% (Under new item 92.12.900)	Free

(*Continued on next page*)

AUSTRALIA, *continued*

Tariff Item	Goods	Former Duties		New Duties	
		General	Preferential	General	Preferential
92.12.290	Other	7½%	Free	No change (Under new item 92.12.900)	
92.12.900	Other	$0·033 per lb. Primage 10%	$0·019 per lb. Primage 5%	$0·024 per sq. ft.	$0·024 per sq. ft. less 10% (Under new item 92.12.200)
				7½%	Free (Under new item 92.12.900)
92.12.100	*Gramophone records for use in conjunction with educational films falling within paragraph 37.04.21 or sub-item 37.07.1*	No change (Under former item 92.12.110)		Free	Free
92.12.200	*Magnetic tape having a fob price per square foot not exceeding $0·10*	$0·012 per ft. (Under former item 92.12.131)	$0·008 per ft.	$0·024 per sq. ft.	$0·024 per sq. ft. less 10%
		$0·042 per ft. (Under former item 92.12.139)	$0·008 per ft.		
		7½% (Under former item 92.12.190)	Free		
		$0·033 per lb. Primage 10% (Under former item 92.12.900)	$0·019 per lb. Primage 5%		
92.12.900	*Other*	$0·083 each Primage 10% (Under former item 92.12.121)	$0·037 each Primage 5%	7½%	Free
		$0·15 each Primage 10% (Under former item 92.12.122)	$0·075 each Primage 5%		
		$0·012 per ft. (Under former item 92.12.131)	$0·008 per ft.		
		$0·042 per ft. (Under former item 92.12.139)	$0·008 per ft.		
		45% (Under former item 92.12.210)	27½%		
		$0·033 per lb. Primage 10% (Under former item 92.12.900)	$0·019 per lb. Primage 5%		
92.13	Other parts and accessories for apparatus of a kind falling within item 92.11:	No change (Under former items 92.12.190; 290)			
92.13.100	For sound recorders that do not reproduce sound	55%	27½%	45%	32½% (Under new item 92.13.900)
92.13.200	For dictating machines	7½%	Free	No change (Under new item 92.13.100)	
92.13.300	For sound reproducers or combined sound recorders and reproducers, using tape as the recording or reproducing medium	45%	32½%	No change (Under new item 92.13.900)	
92.13.400	For tape decks	7½%	Free	No change (Under new item 92.13.100)	
92.13.5	For gramophone and other styli sound reproducers:				
92.13.510	Styli	7½%	Free	No change (Under new item 92.13.100)	
92.13.52	Turntable mechanisms comprising essentially motor and mounting plate with or without turntable or speed change controller (including such mechanisms whether or not the pick-up arm is integrally incorporated in the mounting plate); turntables separately imported:				
92.13.521	Of a kind exclusive to record changers	12½%	Free	45%	32½% (Under new item 92.13.900)
92.13.529	Other	37½%	27½%		
92.13.530	Pick-up arms without pick-up heads	12½%	Free		
92.13.54	Pick-up arms with pick-up heads:				
92.13.541	Pick-up arms with pick-up heads that do not incorporate a diamond stylus, being pick-up arms for use otherwise than as original components in the manufacture or assembly of sound equipment	In respect of the head – 37½%	In respect of the head – 27½%	7½%	Free (Under new item 92.13.100)
		In respect of the remainder of the pick-up arm – 12½%	In respect of the remainder of the pick-up arm – Free		
92.13.549	Other	12½%	Free		
92.13.550	Pick-up heads incorporating diamond styli	12½%	Free		
92.13.56	Pick-up heads not falling within paragraph 92.13.54 or 92.13.55:				
92.13.561	For use as original components in the manufacture or assembly of sound reproducers	12½%	Free		
92.13.569	Other	37½%	27½%		
92.13.590	Other	60%	27½%	45%	32½% (Under new item 92.13.900)
92.13.600	For goods (other than gramophones or other styli sound reproducers) of a kind falling within paragraph 92.11.19	60%	27½%	45% (Under new item 92.13.900)	32½%
92.13.900	Other	42½% Primage 5%	17½%	7½% (Under new item 92.13.100)	Free
92.13.100	*Styli; pick-up arms as used with record players or turntable mechanisms and pick-up heads therefor; other parts and accessories of a kind used solely or principally with goods of a kind falling within sub-item 92.11.1*	No change (Under former items 92.13.200; 400; 510)		7½%	Free
		12½% (Under former items 92.13.530; 549; 550; 561)	Free		
		In respect of the head 37½%	27½%		
		In respect of the remainder of the pick-up arm 12½% (Under former item 92.13.541)	Free		
		37½% (Under former item 92.13.569)	27½%		
		42½% Primage 5% (Under former item 92.13.900)	17½%		
92.13.900	*Other*	No change (Under former item 92.13.300)		45%	32½%
		55% (Under former item 92.13.100)	27½%		
		12½% (Under former item 92.13.521)	Free		
		37½% (Under former item 92.13.529)	27½%		
		60% (Under former items 92.13.590; 600)	27½%		

UNITED STATES

Flammable Fabrics Act

ON DECEMBER 14, 1967 the President signed Public Law 90-189 amending the United States Flammable Fabrics Act in a number of important respects.

As amended by Public Law 90-189, the Act now applies to:

(a) All articles of wearing apparel including hats, gloves and footwear, certain types of which were formerly excluded; and

(b) All fabrics and related products such as bedding, draperies, upholstery and rugs 'intended for use, or which may reasonably be expected to be used in houses, offices or other places of assembly and accommodation.'

In addition, the Act empowers the Secretary of Commerce to promulgate appropriate new or revised flammability standards (including conditions and manner of testing) for all articles covered by the Act. Pending the issuance of new or revised standards, existing standards will continue in effect for the fabrics and articles of wearing apparel to which they are applicable.

The Act as amended also directs the Secretary of Health, Education and Welfare in co-operation with the Secretary of Commerce to conduct a continuous study and investigation of the deaths, injuries and economic losses resulting from the accidental burning of products covered by the Act.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 2397).

Federal motor vehicle safety standards

THE *Board of Trade Journal* of October 27, 1967 gave advance notice of the United States Federal Highway Administration's 47 proposals for broadening existing Federal motor vehicle safety standards and for the development of new standards.

Comments on the following proposals were required to be filed by February 5, 1968:

Docket No.

1-1 Service brake, emergency brake, and parking brake systems.
(Passenger cars).

1-2 Service brake, emergency brake, and parking brake systems.
(Multi-purpose passenger vehicles, trucks, buses and trailers).

1-6 Tyres.
(Multi-purpose passenger vehicles, trucks, trailers, buses, motor cycles).

1-7 Tyre traction.
(Passenger cars, multi-purpose passenger vehicles, trucks, trailers, buses, motor cycles).

1-8 Retreaded tyres.
(Passenger cars, multi-purpose passenger vehicles, trucks, trailers, buses, motor cycles).

1-10 Bumper effectiveness.
(Passenger cars, multi-purpose passenger vehicles, trucks, trailers, buses).
(Together with comment on dockets 1-9 – bumper height, and 1-11 rear under-ride guard).

1-13 Windshield defrosting and defogging.
(Multi-purpose passenger vehicles, trucks and buses).

1-14 Rear view mirrors.
(Passenger cars, multi-purpose passenger vehicles).

1-15 Rear view mirrors.
(Trucks, buses and motor cycles).

1-19 Maximum speed control.
(Passenger cars, multi-purpose passenger vehicles, trucks, buses, motor cycles).

1-20 Trailer hitches.
(Passenger cars, multi-purpose passenger vehicles, motor vehicle equipment).

2-1 Occupant protection in interior impact.
(Passenger cars).

2-3 Impact protection for the driver from the steering control system.
(Passenger cars).

2-4 Impact protection for the driver from the steering control system.
(Multi-purpose passenger vehicles, trucks and buses).

3-1 Fuel tanks, fuel tank filler pipes, and fuel tank connections.
(Passenger cars).

3-2 Fuel tanks, fuel tank filler pipes, and fuel tank connections.
(Multi-purpose passenger vehicles, trucks, buses and motor cycles).

The earliest anticipated effective date for the above proposals is January 1, 1970.

The Federal Highway Administration has now extended the time limit for comments on the above proposals up to and including March 18, 1968.

Inquiries about this notice should be addressed to the Commercial Relations and Exports Department, United States Section, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. 01-222 7877, Ext. 3365).

MEXICO

Accommodation for visiting businessmen — Mexico October 12-31, 1968

HM EMBASSY in Mexico City reports that the Organizing Committee for the Olympic Games to be held in Mexico in 1968 has reserved all the available hotel accommodation in Mexico City from October 12-31, 1968.

Business visitors should try to avoid paying a visit to Mexico City during the above dates. If, however, they are obliged to visit Mexico City during these dates, they can seek accommodation from the Olympics Lodging Office which has reserved a number of rooms for businessmen. They should address their requests to:

Oficina de Control de Alojamienas,
Av. Juarez 89,
Mexico 1, D.F.
Tel. 18 23 00
Cable address: Ocamex

CHILE

Temporary suspension of import duty

HM EMBASSY, Santiago, report that the suspension until December 31, 1967, of the Chilean customs duty and *ad valorem* charge on rolls for rolling mills (tariff item No. 84.44.80.00), when imported by the steel industry (see the *Journal* of May 12, 1967, page 1260) has been extended to December 31, 1968.

(*Chile continued on page* 359)

Gestetner Ltd. have set up a subsidiary company in Peru known as Geteiner del Peru SA, and the company's new offices were officially opened earlier this month by the new Miss World, Miss Madeleine Hartog Bel, who is Peruvian. The picture shows (from left to right): Mr. J. Russo, sales manager; Mr. M. Damonte, architect; Mr. R. N. Barnett, director of Gestetner United Kingdom, chairman of the United States company, and in charge of operations in the Western Hemisphere; Mr. G. Jones, managing director of the Peruvian company; and Miss World.

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LIVERPOOL	Cunard Building, Liverpool, 3.	051-236 7917
LIVERPOOL AIRPORT	Room 21, Terminal Building, Liverpool Airport, Speke, 24.	051-427 7329
MANCHESTER	Rooms 261/265 Corn Exchange Building, Fennel Street, Manchester, 4.	061-832 9386
MANCHESTER AIRPORT	Building No. 10, Manchester Airport, Wythenshawe, Manchester, 22.	061-437 1861
NEWCASTLE-UPON-TYNE	"D" Floor, Milburn House, Dean Street, Newcastle-upon-Tyne.	0632-29612
NEWCASTLE AIRPORT	Cargo Building, Newcastle Airport, Newcastle-upon-Tyne, 3.	0632-860966
NEWPORT	33 Charles Street, Newport, Monmouth.	0633-58058
PRESTWICK	Cargo Building, Prestwick Airport, Prestwick, Ayrshire.	0292-79275
SOUTHAMPTON	18 Canute Road, Southampton.	0703-23731
PARIS	8 Rue D'Enghien, Paris 10e, France.	PRO 27-49
PARIS AIRPORT	Orly Airport B.P., France.	235-1596
TORONTO	160 Bay Street, Toronto, Ontario, Canada.	EM-4-7431
TORONTO AIRPORT	Air Cargo Building, Toronto Airport, Ontario, Canada.	677-1940
MONTREAL	406 McGill Street, Quebec.	845-13172
NEW YORK	11 Broadway, New York, U.S.A.	Whitehall 3-6000
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Modifications to permitted import list

THE FOLLOWING modifications to the Chilean Permitted Import List were made recently:

Page	Chapter	Item	Percentage of prior deposit
24	25	Insert new item:	
		Calcite	1,000
49	32	Insert new items:	
		Prepared water pigments for finishing leathers	10
		Lacquer paints for finishing leathers	10
139	84	Insert new items:	
		Shears for cutting metal plates up to 10 mm. thick, with blades up to 200 mm. long, stationary, hand operated	200
		Other types of shears	10
140	84	Insert new items:	
		Cutters of metal rods and shapes up to 32 mm. thick, stationary, hand operated	200
		Other types of metal cutters	10
141	84	Insert new items:	
		Punches up to 16 mm. in diameter for perforating steel plates up to 12 mm. thick, stationary, hand operated	200
		Other types of punches	10
154	85	Change percentage of prior deposit:	
		Deflector yoke	10,000
		Fly back	10,000
		Cinemascope or screen tubes	10,000

BRITISH HONDURAS

Customs tariff changes

THE BRITISH HONDURAS *Gazette Extraordinary* of November 18, 1967, contained a Resolution affecting import duties on a number of items: ice cream, cakes, buns and bread; beers and spirits; motor spirit and certain motor vehicles and parts.

Details of the changes may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471),

DOMINICAN REPUBLIC

Control of foot and mouth disease

HM EMBASSY in Santo Domingo reports that a regulation issued by the Dominican Ministry of Agriculture bans the importation from Britain and other countries affected by foot and mouth disease of livestock, fresh, refrigerated, frozen and salted meats of animals susceptible to the disease and certain products of animal and vegetable origin. Shipments arriving in the Dominican Republic must be disinfected and passengers and crews of ships and aircraft should have the soles of their shoes similarly treated.

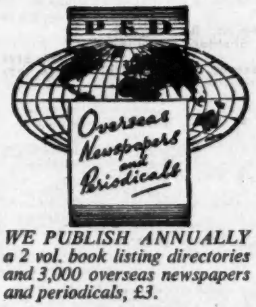
Details of the above regulation may be obtained from Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 476).

Signing the contract for the first ICT 1900 computer in Jamaica. On the left is Mr. N. Chandler, ICT manager in Jamaica, and on the right Mr. Mervyn Browne, senior commercial secretary in the British High Commission. The machine is for a prominent firm of chartered accountants and will be installed later this year.

TRINIDAD AND TOBAGO

Budget proposals

THE TRINIDAD and Tobago Budget, introduced on January 5, 1968, proposed certain changes affecting the Customs Tariff, Excise Duties and Purchase Tax. Full details of the changes may be obtained from the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. 01-248 5757, Ext. 471).



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The *Board of Trade Journal* is published weekly by Her Majesty's Stationery Office, price 2s. 0d. (annual subscription £6 12s. 8d. including inland or surface but not air postage) and is obtainable directly from the following addresses: 49 High Holborn, London, W.C.1; 423 Oxford Street, London, W.1; 13A Castle Street, Edinburgh, 2; Brazennose St., Manchester; 35 Smallbrook, Ringway, Birmingham, 5; 109 St. Mary Street, Cardiff; 50 Fairfax Street, Bristol, 1; 80 Chichester Street, Belfast, 1; or through any bookseller.

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Index to statistics published regularly in the Board of Trade Journal

A = annually; M = monthly; Q = quarterly; 6-M = every six months.

Title	*Last published*
Air transport:	
Activity at UK aerodromes (M)	19 Jan. 1968
Aircraft noise at Heathrow Airport (Q)	This week
Mileage and traffic (M)	This week
Trade by air (6-M)	6 Oct. 1967
Balance of payments (Q)	15 Sept. 1967
Bankruptcy orders (Q)	This week
Business names registered (A)	10 Feb. 1967
Capital expenditure:	
By industry (Q)	19 Jan. 1968
Distributive and service trades (A)	30 Dec. 1966
Industry's investment intentions (3 times a year)	26 Jan. 1968
Catering trades turnover (M)	19 Jan. 1968
Chemical industries production (6-M)	17 Nov. 1967
Companies:	
Income and finance (Q)	This week
New companies registered:	
Gt. Britain (M)	5 Jan. 1968
N. Ireland (M)	19 Jan. 1968
Construction work overseas (A)	13 Oct. 1967
Credit:	
Instalment and credit business (M)	12 Jan. 1968
International trade credit (A)	21 July 1967
Engineering and electrical goods:	
Deliveries of certain products (Q)	5 Jan. 1968
Production, exports and orders (M)	26 Jan. 1968
ECGD business (Q)	3 Nov. 1967
Film industry:	
British Film Fund agency returns (M)	This week
Cinema admission and takings (M)	This week
Overseas payments and earnings (A)	6 Jan. 1967
Registration of films (A)	27 Jan. 1967
Trends in film-going (A)	20 Oct. 1967
Food:	
Consumption levels (A)	30 June 1967
Household consumption (Q)	15 Dec. 1967
Footwear industry orders (M)	12 Jan. 1968
Foreign trade:	
Commonwealth trade (A)	7 July 1967
EFTA trade (Q)	1 Dec. 1967
Sterling area trade summary (Q)	24 Nov. 1967
Trend in exports of manufactures (A)	27 Oct. 1967
World trade and production (Q)	8 Dec. 1967
Foreign trade of the UK:	
Unit value and volume index nos. (M)	12 Jan. 1968
Value of overseas trade (M)	19 Jan. 1968
Value of overseas trade: analysis of trends (Q)	10 Nov. 1967
Gold and convertible currency reserves (M)	12 Jan. 1968
Hairdressing trades turnover (M)	19 Jan. 1968
Hire-purchase:	
Assets and liabilities of HP companies (Q)	17 Nov. 1967
Business (M)	12 Jan. 1968
Industrial building (Q)	26 Jan. 1968
Industrial production:	
Index nos. (M)	26 Jan. 1968
N. Ireland index (M)	26 Jan. 1968
Insurance companies:	
Assets (A)	4 Aug. 1967
Transactions (Q)	22 Dec. 1967
Investment and earnings overseas (M)	30 June 1967
Laundries and dry cleaners turnover (M)	19 Jan. 1968
Machine tools deliveries and orders (M)	19 Jan. 1968
Man-made fibres:	
Analysis of production (A)	7 April 1967
Analysis of production (Q)	5 Jan. 1968
Deliveries (Q)	10 Nov. 1967
Production (M)	5 Jan. 1968
Motor industry:	
Car and commercial vehicle production (M)	This week
Motor trades turnover (M)	19 Jan. 1968
Nationalized industries overdrafts (M)	This week
Partnerships registered (A)	10 Feb. 1967
Pension funds:	
Assets (A)	7 July 1967
Transactions (Q)	8 Dec. 1967
Retail price index (M)	19 Jan. 1968
Retail trade:	
Index nos. (M)	12 Jan. 1968
N. Ireland index (M)	26 Jan. 1968
Royalty transactions (A)	21 July 1967
Shipping:	
Movement at UK ports (M)	This week
Nationality of vessels in UK sea-borne trade (A)	20 Oct. 1967
Stocks:	
Distribution and service trade (A)	30 Dec. 1966
Manufacturers', wholesalers' and distributors (Q)	19 Jan. 1968
Retail (M)	12 Jan. 1968
Television:	
Overseas payments and earnings (A)	6 Jan. 1967
Textiles:	
Clothing and textile orders and deliveries (M)	26 Jan. 1968
Cotton production (M)	26 Jan. 1968
Wholesale houses sales (M)	19 Jan. 1968
Wool exports (Q)	24 Nov. 1967
Wool output (M)	26 Jan. 1968
Tourism:	
International tourism (A)	29 Sept. 1967
UK tourist traffic (M)	This week
Wholesale prices:	
Average prices of selected commodities (A)	24 Feb. 1967
Index nos. (M)	12 Jan. 1968

Board of Trade Departments, etc.

Subject	*Last published*
Board of Trade addresses	5 Jan. 1968
Board of Trade Regional organization	26 Jan. 1968
British and Commonwealth chambers of commerce and other British business organizations overseas	10 Nov. 1967
British commercial representatives overseas	8 Dec. 1967
Customs notices of interest to exporters	
Directory of Board of Trade Departments and their work	26 May 1967
ECGD head offices	This week
Official Receivers' Offices	16 Dec. 1967
United States consular offices in the UK	17 June 1966

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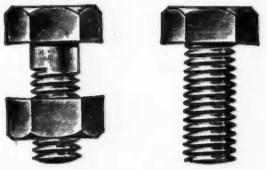

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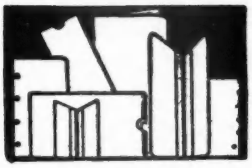

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'No lack of orders here. We're exporting to 112 different countries.'

The man speaking is Jon G, export manager of an East Midlands company that makes construction equipment. Proving his point is a factory going flat out, making graders, dump trucks, rollers and tractor shovels that will bring home many millions this year.

Interviewer: You're not affected too badly by the ups and downs on the domestic market?

Jon G: Let's say we're well-cushioned against them. Our exports are always well over 65% of total output. Some years they run much higher.

And you have ECGD cover for 112 countries?

Jon G: That's the score as of today. But we are always opening up new markets and we couldn't do this without cover. We appoint a distributor in a new territory, then it's over to ECGD. They indicate what a reasonable credit limit would be.

You finance a stocking-up operation for the new distributor, and ECGD cover you against loss?

Jon G: This is right. It would be far too difficult and time-consuming for us to check accurately the credit-rating of distributors we appoint. Mind you, we do what we can – we don't put up any dicey deals to ECGD.

On your turnover, you must have really felt the benefit of lower ECGD premiums?

Jon G: There's been quite a dramatic drop, especially if you compare the premiums over 17 years, as we can. Being able to get 100% guaranteed finance now is also very good. Of course we have the odd haggle with ECGD, but generally we're very satisfied. I think the services ECGD offer are ahead now of other countries'.

Is your export graph rising?

Jon G: Up 29% in three years and still climbing. You can almost watch it going up from where we are standing now.

Exports keep plants profitably humming. Over 9,000 exporting companies are insured by ECGD, the Government Department which secures exporters against overseas loss through default, insolvency, transfer and other risks. The interview above is authentic; only the photograph is fictitious. Find out more about how ECGD can help your company increase exports. 'Phone your local ECGD Manager today.

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